A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

December 18, 1967

Airborne trade fair sells U.S. goods in four Latin cities

International Trade Winds

Company News

FOOD PROCESSING—A contract for Portugal's first industrial food freeze-drying facility has been awarded to Equipements Heurtey-Stokes, Paris-based licensee for the Equipment Division of Pennsalt Chemicals Corp., Philadelphia. Heurtey has also received a contract for a major freeze-dried fruit juice plant in Italy. When completed, the plants will bring the number of installations in Europe using Pennsalt equipment to eight. Both plants are being built for firms which wish to remain anonymous for the time being.

INDUSTRIAL PRESSES—Dake Corp., Grand Haven, Mich., has announced an exchange agreement with Frank Lewis & Co., Ltd., and Lewis's associate, Norton Tool Co., Ltd., both of London, under which each firm will supply components for arbor and hydraulic presses to the other company. Dake will have exclusive sales rights for British components in this country, and both British firms will manufacture and market tools incorporating Dake parts.

CONTROL EQUIPMENT—Controls Company of America, a subsidiary of General Precision Equipment Corp., Melrose Park, Ill., has acquired Regulacion y Control, S.A., in Madrid, through its affiliated Swiss company, Controls, A.G. The Spanish firm now makes butane and propane gas valves and pressure regulators. Control plans call for the addition of other lines of gas controls to the Spanish production schedule. Other Controls operations in Europe include wholly owned subsidiaries in Great Britain, France, Italy, and the Netherlands, a sales organization in Germany, and headquarters in Switzerland.

CHEMICALS—Monsanto Chemicals, Ltd., British subsidiary of Monsanto Co., St. Louis, Mo., has announced plans for a major expansion of its petroleum additives production in the United Kingdom. Construction is set to begin immediately on new facilities at Monsanto's complex at Newport, England, for the manufacture of ashless dispersants and sulfonate detergents. Production in the new plant is expected to begin before the end of 1968.

Newsletter

How successful was an Eximbank credit tie-in at the U.S. Industrial Machinery Exhibition in Taiwan? Figures tell the story. Of $5 million in credit available, about $1.4 million was committed over several months prior to the show. During the exhibition itself applications received by the two assisting Taipei banks reached a total of $1.9 million, with more expected as a result of exhibition activity.

The leader speaks out for all the states. "It has been our policy to encourage export expansion programs that contribute to the economic progress of not only Illinois, but the world as well. As the No. 1 export state, Illinois has the greatest stake in expanding world markets in terms of jobs and profits. Illinois would be particularly vulnerable in any contraction of international trade resulting from increased restrictions on U.S. products that would follow from imposition of import quotas by this country." Gene Graves, director of Illinois Department of Business and Economic Development, speaking.

The University of Nebraska's new Institute of Latin American and International Studies has an eye on U.S. business growth throughout the Hemisphere. One of its first programs is a 1968 series of four Business Executives Seminars on Latin America. Each will have four weeks of intensive study on Hemisphere culture, history, language, economics, politics, etc.

Quantitative, or quota, restrictions affecting U.S. exports are diminishing. During 1967 the following countries took steps to lift such restrictions: Denmark, Austria, Norway, Finland, Iceland, Spain, Germany, France, South Africa. Right now there are virtually no quota bars to non-agricultural imports of interest to the U.S. left in Western Europe, and in Canada about the only ones left are on used autos and used aircraft.

Swedes have about the highest life expectancy of any people. One reason, say U.S. Commercial Officers in Stockholm, is Swedish determination to provide the best possible medical attention and service. This means major Swedish purchases of advanced medical equipment and supplies from all over the world. That's why, the U.S. observers say, American firms in this field ought to enter the Medical Care and Health Exhibition at Svenska Massan, Goteborg, now scheduled for April 3-7, 1968.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

U.S. Department of Commerce

Alexander B. Trowbridge
Secretary

Lawrence C. McQuade
Assistant Secretary for Domestic and International Business

Lawrence A. Fox
Director, Bureau of International Commerce

Clarence M. Zens
Managing Editor

Americo A. W. Favale
Director of Graphics

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the cover

In four cities—Caracas, Lima, Sao Paulo, and Buenos Aires—six U.S. manufacturers of electronic equipment showed their latest products to over 4000 South American businessmen in a whirlwind three-week tour of South America this fall. The members of the trade mission and their mobile trade fair displays were airlifted from city to city by Pan American World Airways, which organized the trip. On the cover, Laboratory Equipment Corp. representative Dave Anderson shows LECO instruments to U.S. Ambassador to Peru J. Wesley Jones during Lima showing. Picture story of trip begins on page 2.

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AT THE SHOWING IN BUENOS AIRES, the traveling trade fair-mission was met by U.S. Charge d'Affaires Leonard Saccio (at left in above left photo) and the local representative for all the firms in the show. Argentine buyers examined closely the display of Laboratory Equipment Co. (above right).

REPORT ON AIRBORNE EXHIBIT

Latins greet jet saleslift

Mobile fair-mission shows electronics in Caracas, Lima, Sao Paulo, Buenos Aires

Executives of six U.S. companies in the medical electronics equipment field found Latin prospects lined up waiting to see them in four South American cities as their airborne mobile trade fair-trade mission crisscrossed that continent earlier this fall.

Visiting one city in each of four countries, the group saw over 4000 potential customers, according to mission director Dick Zahn, of Tektronix, Inc.

One of the participating companies expects $100,000 in sales "as a direct result of the exhibits," and another predicted that his company would realize "between $90,000 and $175,000" from the sales promotion trip. Mission director Zahn felt that total sales volume should easily top a third of a million dollars.

Organized by Pan American World Airways, the mission moved its displays from city to city on PanAm jet flights, in order to get as much exhibition time as possible into the three weeks allotted for the trip.

First stop on the agenda was Caracas, Venezuela, where the mission set up shop from Oct. 3-5.

American equipment is already well established in the electronics equipment market in Venezuela. None of the equipment shown at Caracas is manufactured in Venezuela, and main U.S. competition comes from Japan, Germany, and Great Britain. The fact that many local engineers and scientists have studied in the United States and know American instruments gives U.S. products a natural advantage in the market.

Immediate sales at Caracas totaled at least $50,000, based on incomplete reports by exhibitors, and sales projections reached four times that amount. Both exhibitors and local businessmen who attended the showing were enthusiastic about this first show of its kind in Venezuela.

The mission's visit to Lima, Peru, where the traveling exhibits were set up from Oct. 10-12, was timed to take place just before the U.S. Exhibition at the Pacific International Trade Fair and the arrival of another trade mission of North Carolina industry representatives.

All six of the companies in the PanAm mission met or surpassed their goals for penetration of the Peruvian market, with "significant" immediate sales reported by Tektronix and Beckman Instruments. Electronics Associates, Inc. said it developed an excellent prospect in Peru, which, if successful, could pay for their entire tour. Laboratory Equipment Corp. and Instron Corp. both reported little commercial market for their quality control instruments, but said that several contacts had been made with potential university customers at the Lima showing.

From Lima, the group flew to Sao Paulo, Brazil, for a four-day exhibition at the Institute of Engineering, Oct. 17-20. U.S. Commercial officers there called the mobile fair-mission such a success that they recommended a similar showing every year, extended to two weeks, if possible.

Five thousand invitations had been distributed to the commercial community in the name of the U.S. Consulate General, and an unprecedented 1100 businessmen attended the exhibition.

Buenos Aires was the longest stop on the South American trip, with the exhibition lasting from Oct. 25-31. During the

seven days of the show, over 1500 selected potential customers came to see the U.S. products on display, with an additional 500 local college students attending during hours set aside specially for them.

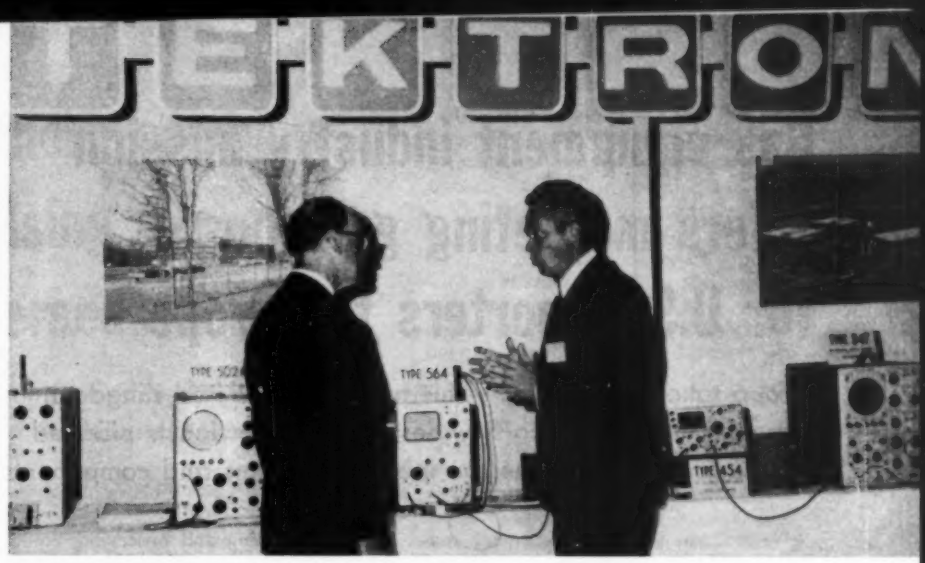
While the full results of the Buenos Aires showing are not available, quotations were given out to genuinely interested buyers on almost all the equipment exhibited. Indications are that nearly all the equipment will be ordered, listing at about $175,000.

A special "Travel USA" display was set up at the Argentina exhibit, including brochures and other literature from the U.S. Travel Service. Business visitors were noted consulting the travel information with interest.

Each of the exhibitors considered the concluding Buenos Aires promotion, as they had the other three, an unqualified success. One coordination advantage at the last show was that all six of the exhibiting firms are represented in Argentina by the same agent, who was able to effectively promote all the complementary lines of equipment.

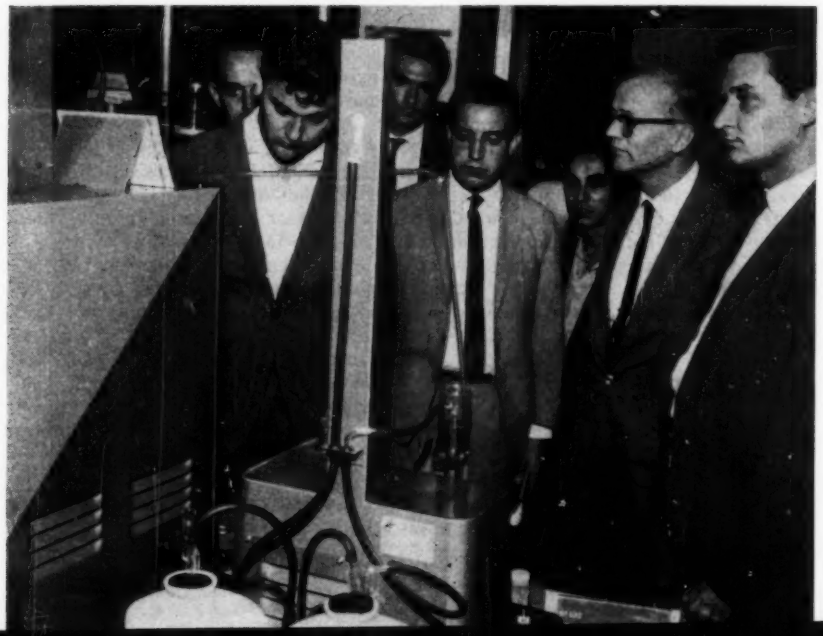
Press conferences and receptions held the night before each of the show openings attracted both important local government and industry officials in each city and extensive publicity coverage in public and trade press.

The six firms in the shows included: Beckman Instruments, Fullerton, Calif.; Electronics Associates, Inc., West Long Branch, N.J.; Instron Corp., Canton, Mass.; Keithley Instruments, Inc., Cleveland, Ohio; Laboratory Equipment Corp., St. Louis, Mo.; and Tektronix, Inc., Beaverton, Ore.



TEKTRONIX REPRESENTATIVE (above right) explains the operation of firm's equipment at press conference in Caracas. Below, U.S. Ambassador to Peru J. Wesley Jones cuts the ribbon opening Lima show, with Theodore Pelikan, Lima Pan Am representative (left) and U.S. attache John Barrett (right).

OVER 1000 VISITORS took advantage of invitations to attend the display at Sao Paulo (below left). Over 4000 persons attended the series of South American showings. Jim Musgrove of Instron shows medical electronic equipment to U.S. Ambassador to Venezuela Maurice Bernbaum at Caracas show.



Gas equipment industry mission offers marketing guideposts for U.S. exporters to Europe

Group takes second look—this time in the United Kingdom, France, Germany; reports widespread conversion is planned with U.S. prospects best for specialized items and components

Natural gas soon will become a major contributor to the energy picture in Western Europe.

From the United States, an industrial group that watched the early stage of this development in 1964 has taken a second look in mid-1967 and arrived at some marketing guideposts for potential U.S. exports:

► Changeover to natural gas will definitely spark a brisk demand for many kinds of equipment, and U.S. firms can benefit.

► Best chances for U.S. sales are in specialized equipment and components.

► Best sales stance is held by the companies already connected with Europeans through licenses or joint ventures.

► Competition for residential markets will be stiff from Europe, where production facilities are more than adequate.

► The idea that Europe is 25 years behind the United States in this field is a "myth."

These conclusions are contained in a report of a trade mission the Gas Appliance Manufacturers Association organized and sent to Western Europe earlier this year.

Second trip

Discoveries several years ago of large reserves in the Netherlands prompted the Association in 1964 to send a trade mission to appraise markets for all kinds of gas appliances and equipment in the Netherlands, Belgium, and the United Kingdom.

This year the Association—representing about 670 companies manufacturing residential, commercial, and industrial gas appliances and equipment—again sent a mission to Europe, where the members sought possibilities for U.S. sales in France, the United Kingdom, and Germany. They were primarily concerned with equipment used in production, transmission, and distribution of gas, and in industrial heating and processing equipment.

The mission, which had Commerce Department approval, visited Paris, London, Birmingham, Frankfurt, and Munich; three members went to Duesseldorf, three to Stuttgart. They met with various groups concerned with gas, electricity, and oil usage, and with individual business firms.

All three countries visited soon will be receiving natural gas in substantial volume, the mission points out, with the Netherlands the prime supplier for France and Germany.

In U.K.

Recent discoveries off the coast of England shortly will introduce the widespread use of natural gas in the United Kingdom. The West Midlands Board, which includes Birmingham and Coventry, says about half its gas load goes to industrial customers and the transition will require five to seven years. The North Thames Board, which serves London, with largely residential customers, estimates the changeover will involve some six million appliances.

Various kinds of equipment will be required for the anticipated conversion. For example, Britain's Gas Council, under which the country's 12 autonomous gas boards are organized, estimates a need for one to one and a half million conversion kits in 1968, rising to five or six million by 1970. Possibilities are seen for sales of industrial comfort heating equipment in both England and Germany, and for handling and utilization equipment in France. Licensing agreements and joint ventures are recommended by the mission as the best approach.

Specialized equipment needed

"To me, the major opportunities for American manufacturers seem to lie in the highly specialized areas of gas handling equipment in the industrial and commercial markets," says mission leader Edward R. Martin, Director of the Gas Association's Division of Marketing and Statistics.

"In the residential area, European architecture and living habits, plus foreign requirements, shipping costs, and taxes and duties combine to place major barriers in the pathway of exporting gas appliances from the United States to Europe. Additionally, European productive facilities appear more than adequate to take care of the residential markets.

Key position

"The often expressed opinion that the new natural gas industry of Western Europe is a quarter of a century behind our own should be discarded . . . European interests have had the opportunity to study the very effective changeover in the Netherlands. Through American connections and visits to our country, Europeans have remained abreast of technological developments.

"The European natural gas industry is making great strides and time is of the essence for U.S. firms interested in this market.

"Those manufacturers who have already established their contacts, whether as license agreements, joint ventures, plant locations, or other sound business affiliations, are in the key position . . .

"We believe that the companies represented on the 1967 mission will, in the main, develop many sound business prospects on the basis of their participation. They have made new contacts and further developed existing ones."

Mission membership

Members of this year's mission, in addition to leader Martin, were:

Harold J. Collins, president of Mammoth Industries, Inc., Minneapolis; Fred B. Crandall, manager of marketing, T. D. Williamson, Inc., Tulsa; W. W. Dukes, Jr., vice president of the Applied Engineering Co., Orangeburg, S.C.; Stuart B. Eynon, vice president in charge of operations for Heath Survey Consultants, Inc., of Wellesley Hills, Mass.; F. Donald Hart, administrative director of the American Gas Association; Earl C. Jackson, president and general manager of Magic Servant Products Co., Detroit; Kenneth S. Johnson, Jr., vice president, Johnson Heater Corp., Chelsea, Mass.; Karl W. Schick, vice president and general manager of the Residential Division of Honeywell, Inc., Minneapolis; and Theodore A. St. Clair, manager of research and engineering for the Sprague Meter Co., of Bridgeport, Conn.

Connecticut machinery company wins 'E' for increasing exports through aiding overseas firms

Coulter & McKenzie help foreign companies set up shops to manufacture leaf and coil spring machinery for cars, trains

The Presidential "E" for export expansion has been awarded to the Coulter & McKenzie Machine Co. of Bridgeport, Conn., which provides expert technical assistance and service to overseas manufacturers setting up shops. Its two major product lines are automotive and railway leaf and coil spring machinery, and wire-drawing and packaging equipment.

A major problem faced by Coulter & McKenzie is that leaf and coil spring machinery needs to be replaced only after 20 or more years. The company entered exporting to find new markets for its product to offset this lack of repeat sales.

Some of the foreign customers that Coulter & McKenzie has assisted in installing and operating leaf and coil spring shops are: the Australian, Brazilian and Canadian Government Railways, Citroen and Renault Motor Companies of France, Fiat Motor Co. of Italy, and various companies in Switzerland, Sweden, Mexico, India and England.

Continued servicing of these accounts, together with technological improvements in standard leaf and coil spring machinery, have enabled Coulter & McKenzie to double its export sales between 1964 and 1966.

In 1965 the firm supplied a majority of the spring-making machinery purchased by Powerlines Ltd. of Johannesburg, South Africa. Due to the confidence expressed by Powerlines, Coulter & McKenzie was able to refer additional export business to other U.S. manufacturers, those producing not only allied components and equipment but also equipment for other purposes. During 1966 the company supplied much of Eaton Springs Canada Ltd.'s spring-making machinery.

The firm has made inroads in the field of wire-drawing and packaging equipment, negotiating a licensing agreement with a Huddersfield, England, company for its complete line of wire industry equipment. Coulter & McKenzie also have agents in Germany, Belgium, Italy, the Netherlands, France, Australia and New Zealand.

Coulter & McKenzie has availed itself of the commercial services of U.S. Embassies and Consulates throughout the world in publicizing its products and services. Coulter & McKenzie advertises in such publications as *International Wire Machine Review*.

The company has taken an active role in the state of Connecticut in promoting world trade. Prior to the establishment of the Department of Commerce Field Office in Hartford, Coulter & McKenzie used the one in Boston.

The company's president served for two years on the local Regional Export Expansion Council and organized Connecticut's World Trade Week activities. Other company executives have participated by conducting various segments of a specialized eight-week course in Practices and Techniques in Exporting. Presently, a vice president is serving on the local REEC and as an officer in the Bridgeport Export Managers Assn.

The "E" certificate and flag were presented by Douglas J. Bennet, chairman of the Connecticut REEC, to Edward F. Harrison, Coulter & McKenzie president, at a special ceremony at the plant.

'E' FLAG FOR EXPORT EXPANSION was awarded to Coulter & McKenzie Machine Co. of Bridgeport, Conn. Attending the special ceremony were, left to right: Douglas P. Bennet, chairman of the Conn. REEC, who made the presentation; John A. Maltas, vice pres. of int'l sales; company pres. Edward E. Harrison, who accepted the award; and James E. Kelley, Hartford Dept. of Commerce Field Office.

Powder technology is subject of world seminar

The American Society for Testing & Materials and the ITT Research Institute will sponsor an International Conference on Powder Technology May 20-23 at the Illinois Institute of Technology, Chicago.

Dr. H. M. Glass, British Standards Institution, and Dr. Thomas P. Meloy, Westinghouse Air Brake, Inc., will discuss the increasing importance of powder characterization in modern industry and the efforts of national and international standardization bodies to further understanding in this subject.

Some 30 American and European speakers have been invited to present papers.

For further information, **write:** Lorne B. Alden, ITT Research Institute, 10 West 35th St., Chicago, Ill. 60616.

Top export state: Illinois

Latest survey of export origins covers 50 states, 183 metropolitan areas

Where do U.S. manufactured exports come from? From all 50 states of course, but which ones are leading the way and which ones are not matching the nation's overall export performance?

Every three years since 1960 the Commerce Department's Bureau of the Census has studied the manufactured exports of the U.S. on a state-by-state basis. The most recent *Survey of the Origin of Manufactured Products: 1966*, the third in the series, reveals that there is a new champion exporting state.

Illinois, which was third in the 1963 figures, has vaulted past New York to replace California as the nation's number one exporter. California has dropped to third.

Top ten steady

Despite some other reshuffling, the top ten exporting states are essentially the same as they were in 1963. The only newcomer to the leaders was Washington, which replaced Massachusetts.

However, the picture is radically different when the states are ranked by their rate of export growth between 1963 and 1966. Of the high-volume exporters, only Washington (up 63%) is also ranked among the fastest-growing exporters. This category is headed by Arizona, whose shipments of manufactured goods abroad jumped by 112% during the three-year period. Overall U.S. exports of these items were up by 29%.

Only two states, Montana (down 3%) and South Dakota (down 6%), were exporting a smaller volume of their manufactured products in 1966 than they had been three years earlier.

East No. Central ahead

The East North Central area (Illinois, Indiana, Michigan, Ohio and Wisconsin), with four out of its five states ranked among the top ten, remains the nation's exportingest region, with shipments valued at $6,320 million (up 30% from 1963).

Other regions, in order of export value, are:

Middle Atlantic (New Jersey, New York and Pennsylvania), $4,329 million (up 25%);

Pacific (Alaska, California, Hawaii, Oregon and Washington), $2,680 million (up 26%);

South Atlantic (Delaware, District of Columbia, Florida, Georgia, Maryland, North Carolina, South Carolina, Virginia and West Virginia), $2,246 million (up 31%);

West South Central (Arkansas, Louisiana, Oklahoma and Texas), $1,774 million (up 27%);

New England (Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island and Vermont), $1,295 million (up 18%);

West North Central (Iowa, Kansas, Minnesota, Missouri, Nebraska, North Dakota and South Dakota), $1,246 million (up 45%);

East South Central (Alabama, Kentucky, Mississippi and Tennessee) $908 million (up 35%); and

Mountain States (Arizona, Colorado, Idaho, Montana, Nevada, New Mexico, Utah and Wyoming), $321 million (up 35%).

City reports

Chicago replaced Los Angeles as the leading U.S. city in exports of goods manufactured within its metropolitan area. Detroit also moved ahead of Los Angeles, which dropped into third place.

Little Rock showed the greatest growth rate among the 183 metropolitan areas listed in the report, with the value of its products shipped abroad increasing by 735% (to $4.1 million) between 1963 and 1966. Tyler, Texas, with an increase of 683% (to $3.3 million) and St. Joseph, Mo. up 630% (to $7.7 million) were close behind.

Among the fairly heavy exporters, the Phoenix and Atlanta Metropolitan area made the strongest relative gains in the 1963-66 period, jumping by 383% and 293% as the value of their exports reached $70.7 million and $91.8 million, respectively.

Some lost ground

On the other hand, the value of West Palm Beach, Fla.'s sales to the world plummeted by 71%; New Britain, Conn.'s fell by 45%, and Cincinnati's were down by 16%.

The greatest relative gain in commodities exported between 1963-66 was in fabricated metal products, which increased by 62%, to $948 million.

Leading in absolute value was transportation equipment, which soared to $3.75 billion, a 30% increase over 1963.

To find out how your state or area is doing in the export race, order the Survey from the Bureau of the Census, Washington, D.C. 20233, or from any Department of Commerce Field Office. Price: 50 cents.

Honor roll of exporting cities and states

	Export volume			Export growth (1963-66)			
	States		Metropolitan areas	States		Metropolitan areas	
	1963	1966					
1	California	Illinois	Chicago	Arizona	112%	Little Rock	735%
2	New York	New York	Detroit	Delaware	72%	Tyler, Tex.	683%
3	Illinois	California	Los Angeles	Washington	63%	St. Joseph, Mo.	630%
4	Ohio	Ohio	Philadelphia	Missouri	59%	Bakersfield, Cal.	531%
5	Pennsylvania	Michigan	Houston	Kentucky	49%	Cham–Urbana, Ill.	390%
6	Michigan	Pennsylvania	New York	Nebraska	47%	Phoenix	383%
7	Texas	Texas	Seattle	Minnesota	46%	Fresno	304%
8	New Jersey	New Jersey	Rochester	Oregon	45%	Atlanta	293%
9	Massachusetts	Washington	Pittsburgh	Iowa	45%	Terre Haute	232%
10	Wisconsin	Wisconsin	Cleveland	Arkansas	44%	Lorain-Elyria, O.	218%

Swedish market opportunities for medical and health supplies outlined for U.S. manufacturers

Scandinavian doctors say they would like to see model clinic, U.S. physicians at exhibition planned for April in Goteborg

U.S. manufacturers of medical or laboratory equipment, pharmaceuticals, hospital supplies and related products are invited to participate in a Medical Care and Health Exhibition in Goteborg, Sweden, April 3-7, 1968.

A medical congress sponsored by the Swedish Hospital Federation will be held in Goteborg on April 4, and is expected to attract hospital administrative and medical personnel from the neighboring Scandinavian countries, as well as most Swedish officials.

The U.S.S.R. and the United Kingdom have already reserved space for exhibits.

The U.S. Embassy in Stockholm recommends participation by individual U.S. companies, which are urged to place special emphasis on equipment for private clinics, even to the extent of setting up a model clinic, if possible.

The Swedish medical profession has experienced so many medical and laboratory exhibits, it is said, that something out of the ordinary is need to capture its interest. A model clinic could follow the patient from initial examination through surgery and intensive care handling, and would present opportunities for various exhibitors.

The building of private clinics and the forming of partnerships are both popular in Sweden at present, and these will be in the market for sophisticated equipment, including heart stimulators, polygraphs, spectrometers and automatic analytic equipment.

Sweden has some 8,000 doctors, many of whom will probably visit the exhibition if they can expect to see something new and different. Several Swedish medical men have suggested the idea of the model clinic, pointing out that Swedish doctors would like to see the very latest tecniques in how the patient is treated, how the doctor works, and how physical examinations are conducted. Such an exhibit, they add, could be augmented by U.S. specialists in several fields of medicine who could lecture and serve as guides through the exhibit. Films on American medical technique would also attract strong attendance.

In addition to its 8,000 doctors, Sweden has 150 community hospitals and 20 large private hospitals. There are approximately 50 importers of medical equipment and some 300 importers of laboratory equipment.

Private doctors in Sweden purchase nearly $1.5 million worth of imported medical equipment yearly. Although prices on most U.S. equipment are almost 20% higher than competitive European products, Swedish doctors are inclined to buy U.S. products because of the United States' reputation for quality and top technology. This is especially true of X-ray apparatus. According to a report from the Commercial Attache at the U.S. Embassy, items costing not more than $1,000 each would probably achieve best results in sales to private Swedish doctors, who generally resort to hospital facilities rather than invest more than that sum in a single piece of equipment.

One Swedish purchaser of medical and laboratory equipment has suggested that bookkeeping and filing systems equipment also be included.

West Germany presently supplies about 60% of Sweden's imports of laboratory equipment, with the United Kingdom supplying some 30%. The U.S. commercial officer in Stockholm believes that the United States can penetrate this substantial market.

There is growing interest in Sweden in electromedical equipment of all kinds, especially that for intensive care. In addition to a model clinic, U.S. exhibitors might consider a model intensive care unit. This could prove especially helpful if tailored to offer custom services, which are not now available in Sweden.

A Medical and Laboratory Equipment Show is planned for the Stockholm Trade Center sometime in 1969, and will give U.S. producers a further opportunity to attempt to penetrate the Swedish market.

Exhibitors sought for Zurich hydraulics, pneumatics fair

The International Trade Fair for Hydraulics and Pneumatics, held every two years since 1962, is being organized for Zurich, Switzerland, for Oct. 31-Nov. 5.

The organizer is Agifa G.m.b.H., which has handled the previous successful fairs. The 1966 fair was attended by 125 Swiss and foreign exhibitors, and 12,500 visitors. Hydraulic and pneumatic elements, units and accessories originating from virtually all industrial countries will be displayed, mostly by their Swiss agents.

Some 5,000 square meters of exhibition space are available, renting for 90 Swiss francs per square meter (approximately $20.70). No deadline for space application has been stipulated, but most of the space has already been rented to former exhibitors.

The Fair will be held in the Zuespa Exhibition Halls, Zuerich-Oerlikon, two miles from the city center. Facilities for conferences and technical symposia are available in one of the Zuespa Halls.

For further information, **write:** Agifa G.m.b.H., Universitaetsstrasse 120, 8033 Zurich, Switzerland.

Consumer goods exhibition planned for Australia

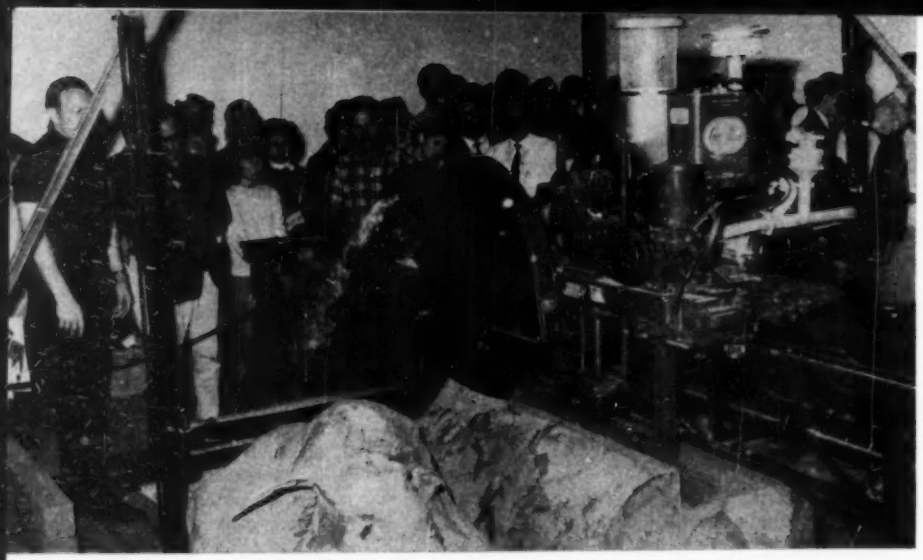
The First International Consumer Goods Fair will be held at the Exhibition Buildings in Melbourne, Australia, in October, 1968. Agents, wholesalers, distributors, exporters and manufacturers of consumer products both in Australia and overseas will be invited to exhibit.

The General Exhibitions, Fairs and Conventions (Vic.) Pty. Ltd., in conjunction with the Ministry of State Development for Victoria, will invite retail outlets and trade users of consumer goods to register accredited buyers for admission to the fair, which will not be open to the general public.

Machine tools to be shown at Tokyo fair next fall

The Fourth Japan International Machine Tool Fair is being planned for Oct. 2-13 at Tokyo. Exhibits to be featured, according to the sponsor, the Tokyo International Trade Fair Commission, are metal-working machine tools, metal-forming machines and related machines and instruments manufactured in Japan and abroad.

For further information, **write:** Mr. Hiroshi Endo, Director General, Tokyo International Trade Fair, Harumi Fair Grounds, Chuo-ku, Tokyo.



POPULAR EXHIBIT at the Lima fair was International Enterprises' "Mighty Mite" portable sawmill in operation (above). Sparkomatic's transmissions (below) sparked sales of company's other products.

U.S. exhibit in Lima has $260,000 sales

"I had no idea that the U.S. Exhibition would produce such spectacular results for my company so fast," said D. L. Swail, marketing manager for International Enterprises, of the U.S. display at the Pacific International Trade Fair, held in Lima, Peru, Oct. 27-Nov. 12.

Swail's reaction was typical of that of the 49 U.S. firms represented in the American section of the fair, only two of which reported that they had failed to reach their primary marketing objectives in participating.

International Enterprises' portable sawmill, the "Mighty Mite," and Melroe's "Bobcat" front-end loader, were two show-stoppers among the displays at the U.S. Exhibition. Swail set up two agencies in South American countries, among 11 agreements concluded during the fair. Five other representation arrangements are still pending.

Immediate sales at the fair reached the impressive total of $260,000, with sales during the first year projected at over $1 million.

Total visitors to the show totaled 560,000, with 1263 identified and registered as representatives of the industrial machinery trades in the Peruvian market.

J. H. Anchel of Sparkomatic Corp. reported that his firm's display of a single item—transmissions—manufactured by Sparkomatic, had led to many successful sales of ancillary equipment.

CROWDS OF VISITORS totaled over 560,000 by the end of the Pacific International Trade Fair (below left). Joy Manufacturing Co. (below right) had five separate booths showing its products at the fair. Joy sold a large air compressor to one of the more than 1200 trade representatives at Lima.

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: The average hourly wage in industry and trade in **France**—exclusive of overtime and bonuses—rose by 1.7% during the second quarter of 1967, making a total rise of 5.9% between July 1966 and July 1967, against 5.7% a year earlier. The purchasing power of workers is estimated to have increased by 2.8% in 1967 compared with 2.9% in 1966. . . . A **Japanese** investment team recently completed an extensive survey of **Pakistan's** medium and small industries for investment opportunities. The team focused on prospects for joint ventures and reported favorably on the overall investment climate. The Japanese indicated there are 76 different industries which their investors might find attractive. The Pakistan Government directed attention to several in which technical and financial assistance would be particularly welcome. These include hand tools, agricultural tools, electronics, watches and clocks, cameras, optical instruments, wood screws, and insulators. . . . Official statistics indicate that in the first ten months of 1967 **Spain's** imports fell 2.9% to $2,906 million from the same period last year ($2,993.6 million); of the total, $486.5 million or 16.7% was supplied by the United States, ($511.9 million and 17.1% in 1966). From January to October, Spanish exports rose to $1,068.6 million, an 11.2% increase over last year. Sales to the U.S. amounted to $157.3 million, or 14.7% of the total ($115.9 million and 12.2% in 1966).

German recovery is slow

More vigorous pace expected in first half of '68; second half outlook uncertain

German industrial production has improved only slightly since the summer, but this autumn's index has exceeded the corresponding 1966 monthly figures for the first time this year.

Raw material and semi-finished goods manufactures are showing the most activity, and are surpassing their record levels of early 1966, according to the latest Economic Trends Report submitted by the U.S. Embassy in Bonn.

Output in the construction industry remains about 10% below 1966 results, although roads and the building finishing trades are improving.

There are optimistic signs of a significant upturn in capital goods production: for the first time since 1965 there is a significant and widening gap between rapidly rising new orders and (also rising) turnover.

Total employment in industry is beginning to increase, thus reversing a 16-month declining trend, but it still remains nearly 7% below 1966 levels. A good part of German under-employment has been exported in the form of reductions in the foreign labor force, which has declined by nearly one fourth, or 320,000. Unemployment, after falling steadily since early in the year, rose seasonally in October to a level of 361,000 or 1.7%; vacancies declined slightly, but remain fairly close to the number of unemployed.

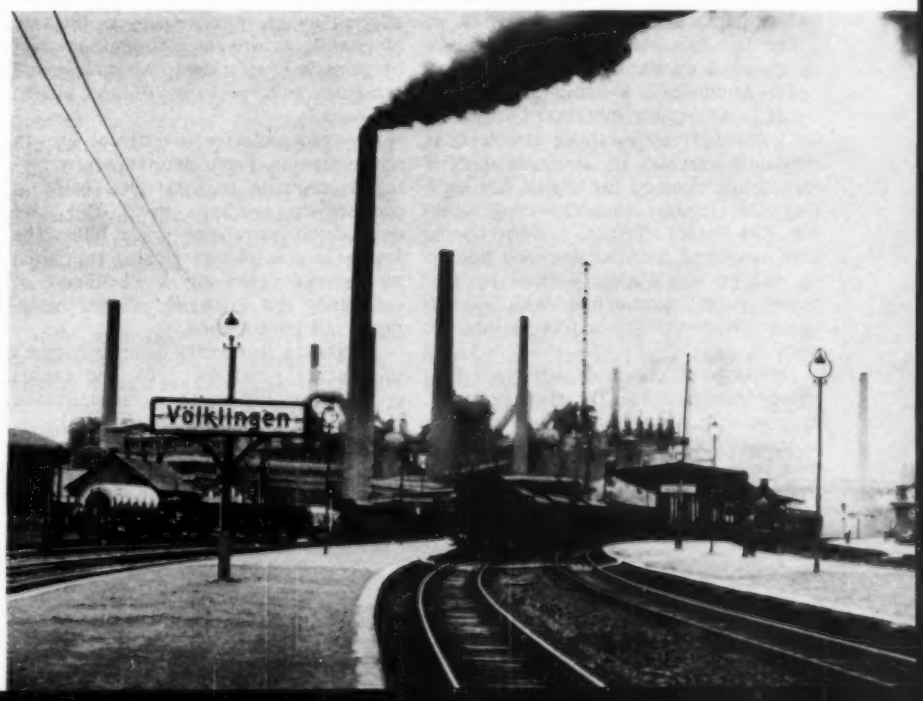
Retail and wholesale turnover continue to edge upward, against a background of virtual price stability: the cost-of-living index this fall is back to the January level and only 1.3% above last year, while industrial prices remain 1.1% below the comparable 1966 level. Business confidence continues to improve, reflected both in a persistent upward trend in the stock market and in surveys of businessmen's opinions.

In sum, the economic turnaround in Germany is taking place, but it is gradual rather than dramatic. Private consumption is still increasing, but its growth may be slowed by delayed income effects of the lower employment and smaller weekly wage packets which prevailed through most of 1967.

On the other hand, the Bundesbank offers evidence that consumption could hold up better than at first expected, since the savings ratio may be declining even further—possibly to as low as 8%.

Public sector consumption in the second half of 1967 should show at least the same, if not slightly higher, rates of growth as in the first half. In con-

GERMAN RECOVERY IS PICKING UP STEAM SLOWLY, but a more vigorous pace is expected in the first half of 1968. U.S. exports to Germany are expected to jump accordingly. Below, a railroad station at the iron and steel center of Volklingen, home of the largest steel mill in the Saar.



trast to the first half of 1967, the downward pressure on Gross National Product exerted by diminished investment and the running down of inventories is now slackening considerably. These contractionary influences can now be counterbalanced by a combination of continuing high public outlays and relatively more modest contributions from private consumption and net exports of goods and services.

The result is thus a slight overall plus in real GNP in the second half of 1967, compared to a slight minus in the first half year. In current prices, an annual rate of GNP growth of about ½ to 1% is indicated for the second half of 1967.

There is little doubt that were it not for a vastly expanded public contribution to total demand this year, the economy would not be enjoying even the modest upward movement currently being recorded. The expansionary impact of Federal, State, and local budgets is estimated at $5.5 billion in 1967, compared with $3.5 billion last year.

Generates orders

The new $1.3 billion Second Countercyclical Program has already generated orders and added to business confidence. The Program's main impact in terms of expenditures and production will, however, fall in 1968.

The expansionary influence of the proposed 1968 Federal budget will fall to about $2 billion, from $2.7 billion in 1967. This is largely due to new revenue-increasing measures, including:

- raising the value-added turnover tax rate from 10% to 11%;
- a special 3% surtax on personal and corporate income taxes; and
- reduction of tax advantages for savings banks and credit cooperatives.

The last two tax measures must still be approved by Parliament.

The Bundesbank is continuing its policy of providing the monetary conditions for economic recovery. Nevertheless, a substantial revival of domestic public and private demand for capital has kept long-term interest rates hovering near 7%. The Bank's efforts to stabilize short-term rates and increase domestic liquidity will be made more difficult by the British pound devaluation, with its accompanying increases in foreign interest rates.

Demands of organized labor are relatively modest thus far this year, in keeping with the realities of the cyclical situation. Settlements in various industries have brought wage increases of no more than 1 to 2%.

Union leaders reacted rather acutely, however, to projections of profits increasing in 1968 at a considerably faster rate than wages, and will doubtless be under severe pressure from rank and file members who have become accustomed to annual net wage increases ranging from 6 to 12%.

Economics Minister Schiller initiated this year a "concerted action" policy, in an attempt to achieve restraint in cost and price movements through consultations between government, management and labor.

This policy had an unexpected success this fall, when Schiller intervened and averted a potentially dangerous strike in the metal industry of North-Baden-Wuerttemberg. A short rubber industry strike was recently settled, but strikes are still threatened by metal workers in South Baden, as well as on a nationwide basis by some 1.6 million employees of the Post Office, Federal Railways, and public utilities.

The United States Government and American commercial interests may count on a strongly accelerated German economic growth in the early months of 1968, paced by an inventory swing of considerable dimensions. Inventories are now at virtually irreducible levels, with the recession's influence aggravated by uncertainty over the change in the turnover tax system effective Jan. 1.

Much of this anxiety was allayed by the Government's decision in September to relieve existing inventories of the effects of double taxation by an average of 85%. Thus, restocking may already be commencing in the closing weeks of 1967.

Private consumption gains

Gross National Product in the first half of 1968 should also be favorably affected by an improvement in the rate of growth of private consumption, and by gains in investment in equipment and construction of perhaps 7% and 4½%, respectively.

The prospects for investment growth are improving. Profit margins are widening in response to substantial gains in productivity (perhaps over 7%) and only slowly advancing wage bills. The favorable cost picture is also supported by surveys indicating a likelihood of continuing low prices for capital equipment and construction.

According to surveys of businessmen's preliminary plans for 1968, the capital goods sector will see the greatest relative increase in investment, particularly by the machinery industry. Prospects in the construction sector also appear brighter, under the direct stimulus of the Government's Second Countercyclical Program.

In the first six months of next year, the German economy may well achieve a growth rate in current prices of at least 6%. By the middle of 1968, however, after the initial expansionary impulse of the inventory turnaround has subsided, some slowdown in the overall growth rate could occur.

On the one hand, the psychological effects of renewed growth could provide a certain momentum. Yet, the labor market could rapidly become tight again, and availability of long-term capital is by no means assured, given continuing high public sector demand for capital.

Housing demand off

In addition, the demand for housing has eased, and even the stimulus of the Countercyclical Program will probably serve primarily to offset a decline in residential construction which would otherwise have occurred.

With the prospect of a declining labor force over the next few years, significant real economic growth can only be achieved by gains in productivity, which in turn are dependent upon new investment. Thus, a weighty burden falls on the Government's concerted action policy discussed earlier: continuing restraint in wage demands may be required in order to permit an improvement in profit prospects, which in turn would encourage new private investment.

In the absence of sustained vigorous investment, the Government may have to reconsider the possibility of tax reduction or a broader role for deficit financing.

Continuing high current account surpluses in the German balance of payments are being accompanied by a reversal of the capital flow for the first time in several years. The Bundesbank's foreign exchange reserves remained virtually unchanged in 1967 until the recent sterling crises, when its dollar holdings rose sharply.

Almost the entire balance of payments surplus has thus been exported by commercial banks, attracted by higher short-term interest rates abroad.

Moreover, the overall surplus recently appears to be diminishing in response to important net outflows of long-term private capital as well.

In this connection, it is interesting to note that foreign direct investment in Germany is substantially lower than last year.

German exports continue to increase, although at a slower pace—a 4% growth rate in the third quarter compares with 12% in the second quarter. Imports remain roughly 4% below 1966 levels.

STRESS ON RATIONALIZATION in the German shipbuilding industry is expected to create considerable openings for exports of advanced U.S. machine tools. Above, part of the Port of Bremen.

The British devaluation, which received the full support of German authorities, is not likely to affect Germany seriously. Some 10% of German exports are to countries which have devalued, and an undetermined amount—primarily in the machinery, chemical, and shipbuilding sectors—will be subject to increased competition (primarily British) in third-country markets.

To the extent that domestic demand in 1968 fills up order books, some German manufacturers may be less aggressive in pursuing foreign sales. At the same time, however, it is conceivable that some German exports could benefit next year through higher turnover tax rebates resulting from the change to a value-added tax.

There should be substantial improvements in U.S. exports to Germany in 1968 as the economy moves into a more vigorous revival. Special export promotion efforts will nevertheless be needed if the United States is to maintain its present share of the German market, which has remained virtually stable at about 13% during the last three years.

American exporters will face increasing competition as tariff walls are completely dismantled between Common Market members in mid-1968. Already France has surpassed the U.S. as Germany's principal supplier of commercial (excluding military) goods, and in the first nine months of 1967, the U.S. ran a deficit in its commercial trade balance with Germany (excluding defense items).

Moreover, in the last four years, the rates of growth for the principal manufactured exports from the United States to Germany—chemicals and machinery—have been lower than those of Common Market countries. A mitigating factor, of course, is that many products formerly imported from the United States are now produced by American manufacturing subsidiaries or by licensees in Germany or other EEC countries.

With excess capacity in manufacturing expected to continue for the foreseeable future, and with the pressures of a tight labor market putting a premium on productivity improvement, a growing proportion of new investment in Germany is expected to be in the direction of rationalization.

Opportunities for U.S.

Such a trend, particularly in the automotive, shipbuilding, machinery, and electrical equipment industries, should offer considerable opportunities for exports of sophisticated American machine tools.

Recent commercial exhibitions at the U.S. Trade Center in Frankfurt indicate that demand for advanced electronic products continues strong. Equipment for producing printed circuits, specialized electronic items for such purposes as packaging and measuring, and recording and control instruments, are cited by trade sources as particularly attractive areas.

Similarly, American technological progress in telecommunications, nuclear and space electronics, semi-conductors, industrial telemetry, tele-controls and laser systems can result in increased sales of derivative products.

A recent market survey indicates that demand for pneumatic and electrical portable handtools for industrial use is growing, and that here, too, the U.S. may have a technological lead over European suppliers.

Other surveys conclude that metal surfacing and finishing equipment, and certain items used by the hydrocarbon processing industry (measuring and control equipment, heat exchangers, and special compressors and pumps) are increasingly attractive to German buyers.

Another potential area for American interest derives from growing natural gas consumption in Germany. Industry sources predict that demand will triple in the next three years, as pipelines are extended into new regions. Such a development will bring increased German interest in special equipment for transmission and utilization of natural gas, including pipeline maintenance and repair equipment.

The procurement offices of the U.S. Army in Frankfurt and the Air Force in Wiesbaden are continuously interested in purchases from on-the-scene suppliers of American products, who have warehouses in Europe and can guarantee service and spare parts. While a wide range of items are in demand, there is strong current interest in building maintenance equipment and supplies.

U.S. exports of agricultural products to Germany in 1968 probably will be, as in 1967, somewhat below the record $677 million achieved in 1966. This is principally due to an exceptionally large domestic crop of all types of grain and feed this year. German import requirements for feed grains will certainly be reduced, possibly by 10 to 20%.

Wheat imports should not decline as sharply because of traditional demand for a certain quantity of high-protein hard wheat to supplement local soft wheat production.

Imports of the most important single item of U.S. food exports—soybeans and soybean meal—are expected to hold up well.

The outlook is less favorable for other specialty agricultural products.

Uncertainty marks Finnish economy until full impact of its own and U.K.'s devaluations is felt

Government aims for improvement in foreign trade balance; encourages investments to speed structural changes in industry

The current economic situation in Finland is dominated by the Oct. 12 devaluation of the Finnmark by 31.25% and by the devaluation actions of the United Kingdom and other countries in the second half of November.

By these moves and an expansion-oriented budget proposal for 1968, the economy has been confronted with a new set of factors on which business and government decisions must be based, according to the latest Economic Trends Report submitted by the U.S. Embassy in Helsinki.

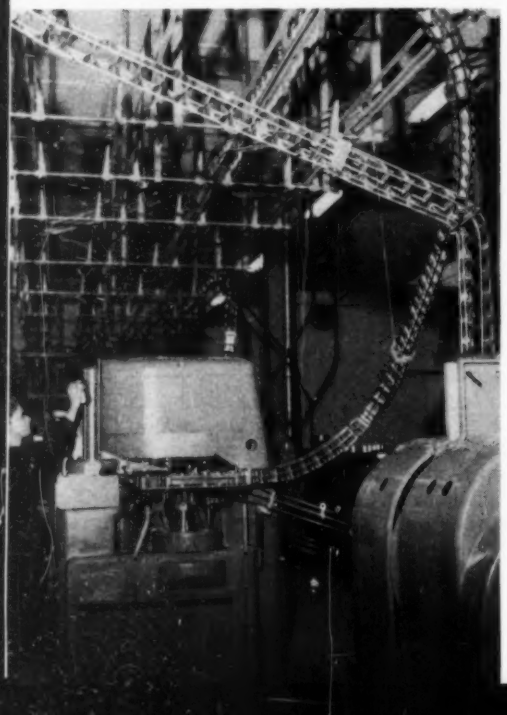
The Finnish decision to devalue was taken because of convincing evidence that the economy was basically unbalanced.

A slight improvement in the balance of trade deficit was recorded as fall approached, but this was small consolation in view of the overall prospects for the economy. Declining foreign exchange reserves had to be supported by drawings of 300 million Finnmarks from the International Monetary Fund.

Some traders, sensing the eventual need for an adjustment in the exchange rate, were speculating against the Finnmark.

The contractive policy of 1966-67, with higher taxes and tight credit, was having some success in curbing demand, but it also brought on a decline in investment, a slackening of production and a sharp rise in unemployment.

MODERN INDUSTRIES to restructure the economy are at the top of the Finnish Government's priority list. This up-to-date tin plate products factory uses the latest equipment and methods.



Intensified restraints

An intensification of the fiscal and monetary restraints appeared difficult for political reasons and of doubtful utility from an economic standpoint. Moreover, the economy was bearing an additional burden owing to downturns in the major export markets in Western Europe, notably the Federal Republic of Germany and the United Kingdom.

Rejecting import restrictions and an even greater resort to foreign borrowing, the Government concluded that the best course was devaluation.

Beyond easing the pressure from imports and stimulating export earnings, primary Government attention is being focused on greater investment capable of accelerating structural improvements in industry.

The dangers of new inflationary pressure from additional income accruing to exporters as a result of devaluation is also recognized, and a portion of these profits will be neutralized by an export tax and channeled, through the 1968 and subsequent budgets, to investments and loans in both the public and private sectors.

Exporting industries, many of which have been operating at very low or zero profits, are expected to use remaining devaluation profits not for price reductions but to modernize and expand productive facilities and to increase promotional efforts in both foreign and domestic markets.

The important economic questions posed for Finland are whether the new expansion policy, made possible by devaluation and given its first guidelines by the 1968 budget, will actually stimulate structural improvement and whether government, labor and management can limit rising costs and prevent their nullifying the temporary advantages of devaluation.

Slow growth

Most economic indicators will probably show little improvement in the next few months and unemployment will probably worsen. By the end of 1968, however, an upward turn should appear so that 1968 is expected to show a real growth in gross national product of 3.5%, which may be compared to the estimated 2.5-3% of real growth in 1967 and 2.2% in 1966.

To keep price and wage increases within reasonable limits, the Government is calling for the voluntary cooperation of labor and management and has appointed a respected public official to handle price and incomes policy problems. The higher costs of imports will alone boost prices.

Two 3% wage increases have already taken place in 1967 under labor contracts covering major categories of workers. These same contracts provide for an increase of 3% in January and another of 3½% in June of 1968.

Meanwhile, other labor contracts come up for renegotiation at the end of this year. Cost-of-living index clauses in these various agreements are expected to add to the wage bill. These increases, plus wage drift, are expected to exceed the growth of productivity and contribute to inflationary pressure.

The cost-of-living index in October of this year rose to 198 (October 1951=100), almost 5% above the figure of 188 for the same time last year. With about a 5%-plus rise thus likely by the end of 1967, estimates for the additional cost-of-living increase in 1968 vary from 6 to 15%, with official forecasting leaning toward the lower end of that range.

Consumer demand so far in 1967 has been strong despite higher taxes, although the rate of increase of imports of consumer goods has declined.

In the first six months of 1967 retail sales were up 10% in value and 5% in volume over the corresponding period in 1966. These and other statistical comparisons with 1966 must be treated carefully, as the exceptionally low level of economic activity in the first half of 1966 magnifies unduly the performance figures for 1967.

Consumer purchases may begin to slow down over the next six months, with

growth in unemployment during the winter and higher import costs influencing prices.

There may be a change in demand in favor of domestic goods because of price and the possibilities of "Buy Finland" campaigns, which will also cover production goods wherever possible.

Year-end figures for industrial production may record an increase of somewhere between 4 and 5% for 1967. Current industrial activity is very uneven. The poorest performance is in the pulp and paper industries, hard hit by slack export markets. Lumber, on the other hand, may pick up with improving export markets.

Consumer sales growth

The strongest growth is in the production of consumer goods, particularly textiles, clothing, shoes and other items figuring in the category of non-traditional exports. Other areas with brighter prospects are the machinery and shipbuilding industries.

The volume of fellings by the forestry industry, though off to a slow start, should come close to the 1966 level, even though no price agreement has yet been reached by forest-owners and the wood processors.

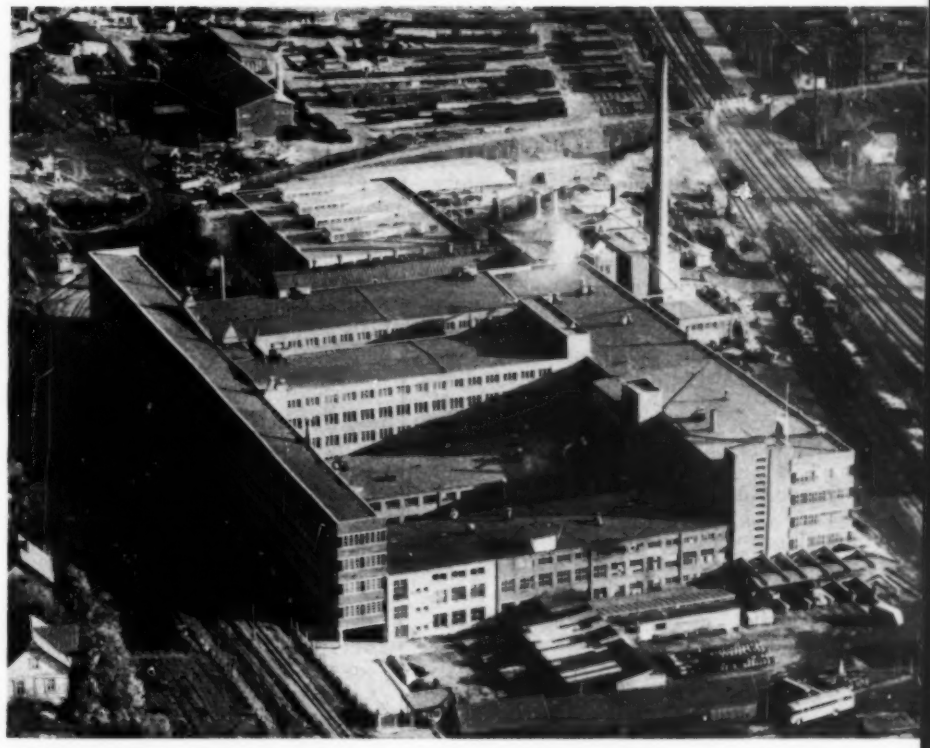
The construction industry has been another weak part of the economy. The number of building permits issued thus far this year has been smaller than last year's figure. This weakness is also revealed in sales of building materials and unemployment. Increased allocations in the 1968 budget for housing and other construction may give some impetus to the industry, but lack of credit will continue to be a drag on purchases of individual homes.

The production of investment goods in 1967 began to move upward slightly from its low plateau in 1966, but the change was mainly due to export demand from the Soviet Union. Demand for machinery for domestic investment has been weak because of slack export markets, reduced economic activity at home, and the shortage of loan funds.

Some time next year it is possible that investment in domestic productive facilities will move up as a result of Government-stimulated investment and additional export earnings.

Unemployment may worsen

Unemployment this year has been running at about double the rate for 1966. It is expected to become worse this winter and to reach at least 76,000 registered as unemployed. The overall number of unemployed may go beyond 100,000 during the winter. This figure for registered unemployed would mean that from 3 to 4% of the labor force would be without employment.



FASTEST GROWING INDUSTRIES in Finland today are those manufacturing consumer goods. This factory in Lahti is owned and operated by Finland's largest producer of household appliances.

The Government hopes the new emphasis on industrial expansion and structural improvement can set the stage for long-term progress.

No dramatic trade changes

No dramatic changes are expected in the volume or direction of foreign trade over the next several months, but the deficit in the trade balance should continue its slow but steady improvement. The devaluation by the United Kingdom and other countries may dim this trend somewhat, but it is too early to be more precise and much may depend on whether the Finnish Government lowers its new export tax.

Through September 1967, imports kept very close to the 1966 level. Whether they will drop much further as a result of devaluation is questionable in a country whose imports chiefly consist of fuels, raw materials, motor vehicles and certain investment goods.

Exports have registered close to a 6% increase in value through the first nine months of this year, with by far the largest gains coming from shipments of heavy equipment to the Soviet bloc countries. At least this same level of exports and probably two percentage points more may be expected in 1968.

No immediate drop in export prices is expected, and some may rise since most export prices are denominated in pounds sterling. On the other hand, some exporters to Finland may shave their prices so that Finland may expect a slight improvement in its terms of trade.

Preliminary figures for the balance of trade at the end of September 1967 show that the trade deficit has decreased by about Fmk 190 million as compared to the same period last year.

Tight money continues

Credit continues to be tight and there is little chance for any raising of the Bank of Finland's rediscount ceiling of Fmk 800 million in the months to come. As of September, rediscounted bills totaled Fmk 749 million, the lowest level since March.

Even though the expected improvement in foreign exchange reserves could provide an opportunity to increase commercial credit, the desire of the central bank to keep down inflation will probably mean no early loosening of credit.

Sight deposits of commercial banks

have been on a downward trend, further reflecting credit scarcity.

While devaluation probably will impair the Finnish market for many lines of consumer products, particularly those for which domestic substitutes can be found, the Government's emphasis on modernization and rationalization of industry should provide a market at least as good as the current year for certain capital goods and raw materials such as plastics and chemicals.

It is too early and the foreign trade situation is too confused now to tell whether the declining share of American products among Finnish imports will be reversed. For the first nine months of this year, the United States share was 5.1% (Fmk 204 million) compared to 5.7% (Fmk 227.8 million) for the same period in 1966.

Where U.S. can do better

Areas where the United States may increase this share will probably be in specialized machine tools and office machines and equipment. But even in this area competition is keen from West Germany and the United Kingdom.

Also, part of the explanation for the decline in the American share of Finnish imports may be found in the decisions of many American firms to establish production and distribution facilities within the EFTA or the EEC. This overall market, for example, is supplied by American firms in the United Kingdom, West Germany or the Benelux countries with office machines, machine tools, and a wide range of other products including instrumentation and control mechanisms, safety equipment, electronic components, motor vehicles, film and photographic equipment, and agricultural and construction machinery.

At a Business Machines and Equipment Exhibition in Helsinki in October, American-brand products dominated the displays, but most of the equipment came from the Western European plants of the American firms.

At the beginning of 1968, most industrial products from EFTA nations will enter Finland free of duty, and most of the remaining quota restrictions are expected to be liberalized.

In addition, the Government is planning to remove a year ahead of schedule duties for EFTA members on certain sensitive items which have been included in a slower tariff elimination schedule. The tariff preferences in Finland for EFTA members will thus increase and probably contribute to some expansion in the EFTA nations' share of the Finnish market, although many of these preferences will decline as Kennedy Round concessions come into effect.

Finland is expected to make its first reductions of two-fifths of its Kennedy Round tariff concessions on July 1.

For the first nine months of this year, the EFTA share of Finnish imports was 35.6% (Fmk 1,420 million), about 1% above the share for the same period in 1966.

Imports from all countries will, however, encounter an easing of some restrictions the first of the year. The requirement that full payment be made for certain goods before customs clearance will be dropped at that time. Designed to restrict imports, this requirement has also had the effect of depressing inventories.

It is also likely that import quota restrictions on most industrial products, including motor vehicles, will be removed the first of the year for all countries with which trade is in convertible currencies.

No investment incentives

While Finland officially and publicly encourages foreign investment, there are no practical incentives such as special concessions by national or municipal authorities or preferential tax laws. Local capital for foreign investors would probably not be available due to the overall scarcity of loan funds, but remittances of profits has not been considered a problem by the few American firms with investments in Finland.

Most new foreign investment in the near future is expected to be Swedish, although some interest on the part of American firms has recently been noted.

Best U.S. prospects

The U.S. Embassy in Helsinki has reported that, on a broad basis, the following manufactured products appear to offer the most promise for American exporters in Finland:

Phenoplasts, epoxy resins, and silicones; polyethylene, polyvinyls, acrylic resins, unworked and worked into sheets, film and tubes; cellulose derivatives; tractors (nonroad); statistical machines; office machines; printing, binding machinery; powered hand tools; machine tools, including those numerically-controlled, electric measuring and controlling instruments.

Stabilization drive bolsters Argentine economic position

Reserves increase, opportunities for U.S. investors improve

Although Argentina's gross national product may increase by only about 2½% in 1967, or less than 1% on a per capita basis, and the cost of living will show an increase of 25 to 30%, the country's economy is in a considerably stronger position for possible expansion than it was a year ago. There are increasing and improved opportunities for U.S. investors.

Early in 1967, the Government instituted a stabilization program designed to lay the basis for eventually putting an end to the slow economic growth rates and persistent inflation of the past. The program featured the scaling down of wage increases from 25% to 0; a 40% devaluation designed to end the chronic over-valuation of the peso, accompanied by the practical elimination of exchange controls, negotiation of International Monetary Fund standby and other credits; sharp tariff reductions, and tax increases and reforms.

These measures, plus improved crop conditions and a substantial foreign trade surplus, have brought about a notable rise in foreign exchange reserves and a substantial reduction in the budgetary deficit.

The Government has declared its strong desire to enlist the cooperation of foreign capital in its efforts to achieve a more satisfactory economic growth rate. To this end, a number of sizable foreign credits have been negotiated. At the same time, steps have been taken to encourage foreign private capital, including negotiation of operation agreements with two large American petroleum companies, and passage of a petroleum law providing for granting new oil exploration and development concessions to private domestic and foreign companies.

Despite the continued slow growth rate and high rate of inflation in 1967, the constructive policies and programs of the Government and strengthened position of the economy make it advisable for U.S. investors and suppliers to follow closely the economic scene in order to take advantage of developing opportunities.

Nigerian economy has remarkable resilience despite heavy blows from civil war, U.K. devaluation

Abundant resources could provide basis for resumption of strong pre-crisis growth rate; 1967 imports from U.S. down about 30%

By ANNETTE ROBINSON
Africa Division, BIC

The civil war in Nigeria resulting from the secession of the country's Eastern Region last May and the accompanying uncertainty about the country's future organization and stability have resulted in a slackening of economic activity, a reduction in net capital inflow, and a decrease in external assets.

However, in the face of political and military difficulties which would have imposed severe strains on any country, the Nigerian economy has demonstrated remarkable resilience and adaptability. Assessments of the effects of the civil war thus far indicate that dislocations in the economy and damages to property are far less serious than had been anticipated.

Although the fighting has been mainly confined to the Eastern portion of the country, relatively normal commercial activity has continued in most of the country. U.S. companies have continued their operations outside the fighting areas. Outside of the East, the country's basic infrastructure has not been seriously damaged. The only significant exception is a portion of the Niger Bridge.

Little physical damage to major government and private properties has been reported thus far.

The events of the past year have clearly had adverse effects on the economy, however. After several years during which economic expansion exceeded 5%, the growth rate began to level off in 1966 and is likely to be in the neighborhood of 2% in 1967. This decline is largely due to deferred investment decisions in both the public and private sectors and to production losses in the oil industry and other Eastern-based businesses resulting from the Federal Government blockade of Eastern ports.

However, the strong forward thrust of the petroleum industry in the period prior to the outbreak of fighting, the continued high levels of agricultural production, and the large, relatively unaffected subsistence economy have tended to mitigate many of the adverse developments.

Despite dire predictions to the contrary, the transport system has adapted well to the closure of Eastern ports, the stoppage of major Niger River traffic, and suspension of shipments on a major branch of the railway to Port Harcourt. The railway system and the greatly increased use of trucks have managed to keep the North supplied with fuel and other essential commodities, and to bring normal quantities of peanuts, tin ore, and other inland products down to the coast for export.

Loss of business confidence due to the deteriorating political situation is reflected in the sharp decline in capital inflow in 1966. Net private capital inflow dropped from an estimated $170.8 million in 1965 to $154 million in 1966. The slow-down in the rate of private foreign capital inflow in 1966 is believed to have continued in 1967.

The inflow of official capital in 1967 is, however, estimated to have increased by about $1.4 million over the $26.9 million in 1966.

Self sufficient

Aside from the political crisis, some leveling off in new private investments was to be expected since many of the opportunities for new industries to produce import substitutes have been filled. The success of these industries has led to relative self-sufficiency in a wide range of goods such as textiles, piece goods, cement, and beer.

Declining investment and the success of the new import-competing industries, coupled with a decrease in consumer spending, have led to a reduction in imports. This has resulted in a significant drop in government receipts from import duties, which are still the main source of revenue available to the government.

The Federal Government is faced with declining revenues at a time when current expenditures connected with the civil war are increasing and debt services are rising. As a result, the government is falling seriously behind in its expenditures under the Six-Year Development Plan.

Against the background of overall falling revenues and rising expenditures the Federal Government has resorted to deficit financing through the central banking system. Development loan stock and treasury bills are the primary instruments of this deficit financing.

The political difficulties of 1966 and 1967, as well as the devaluation of the British pound, have subjected Nigeria's external assets to severe pressure. Foreign exchange reserves declined by $54.6 million in 1966, down to $236.5 million. Even before the British devaluation, which brought a $10.5 million loss in Nigerian reserves, about $28 million to $42 million had been projected as net loss of foreign exchange assets in 1967.

The petroleum industry has been hardest hit by the civil war and the successful Federal blockade of Eastern ports. Prior to the hostilities, the combined exports of crude petroleum by the three oil producing companies in Nigeria (Gulf Oil, Shell-British Petroleum, and Safrap) exceeded 600,000 barrels a month, making Nigeria the tenth-largest oil exporter in the world. Crude petroleum exports during the last full quarter

TECHNICAL TRAINING at the IBM World Trade Corporation's African Education Center at Ibadan provides Nigerians and other Africans with the technical expertise they need to help modernize their nations' developing economies.

U.S. SHARE OF NIGERIA'S IMPORT MARKET made a dramatic advance from 16% in 1965 to 25% in 1966, the last full year of normal foreign trade. Above, educational U.S. toys at exhibit in Lagos.

of normal operations (April-June 1967) were estimated at $87 million, considerably more than Nigeria's three leading agricultural exports combined.

Since the outbreak of fighting, the oil industry in the East has virtually shut down.

There is one bright spot in the petroleum picture, however: Gulf Oil's continuing operations off the Mid-West coast. Gulf's daily production of approximately 60,000 barrels is about a tenth of the industry's normal output. The setback for the oil industry should be overcome fairly rapidly as soon as the political situation is resolved.

Nigeria's agriculture and forestry contribute about half of the gross national product and a somewhat larger proportion of the country's exports. Despite the political problems, agricultural output has been generally high.

During the first half of 1967, there was a substantial increase in the production of peanuts (up 20% over the same period in 1966). After two record crops in succession, the outlook for peanut production in 1967 is good. Similar increases were recorded in the production of cotton in this crop year, but exports will probably continue to fall as domestic consumption rises.

While the production of cocoa in the first half of 1967 was down somewhat, higher prices for this commodity raised farm income, particularly in Western Nigeria, and returned cocoa to its position as Nigeria's most valuable traditional export. The new marketing year for cocoa began in September, and the outlook is reasonably good. Producer prices have increased, although crop forecasts (about 220,000 tons) are below 1966-67 levels.

Palm produce, which is grown principally in the East, is the only crop significantly affected by the civil war. Exports of palm products will be substantially less than in previous years.

Industrial trends in Nigeria have varied according to the product. The output of consumer staples in the first quarter of 1967 was generally above the like period of last year. Production of beer was 3.5 million gallons, representing a 12% increase over first quarter 1966 levels. Production of cotton textiles also rose 12%.

On the other hand, output of building materials and other investment goods was lower. Output of cement and roofing declined 7% and 13%, respectively, reflecting a generally lower demand for building materials.

The growth of industry in the East has been rapid in recent years, owing very largely to the burgeoning oil industry. However, the Federal blockade of Eastern ports, the virtual depletion of available stocks of certain raw materials, and the departure of expatriate managers have caused the closure of many Eastern plants.

While some competing enterprises in the rest of the Federation may have reaped temporary benefits, the overall effect of the closure of Eastern plants has been to contribute to declining industrial activity and to the reorientation of inter-regional trade.

No structural weakness

The current slackening of economic activity can by no means be attributed to structural weaknesses. The strength of the economy and its growth potential stems from a number of factors. Nigeria is a very large country, about the size of Oklahoma and Texas combined. In population it is over one-fourth the size of the U.S., representing the largest market in Africa. It ranks third among the African countries in imports ($717 million in 1966) and second in gross national product ($5.2 billion).

Nigeria has a strong agricultural sector, with most areas relatively self-sufficient in food. Nigeria's different geographic areas produce a wide range of exports, from traditional tropical products to petroleum, which have been good exchange earners and have prevented excessive dependence on any one source of export earnings. For many of these commodities, Nigeria ranks among the first ten or twelve of the world's exporters.

Traditional commercial ties between Nigeria and the United Kingdom are strong. Nevertheless, the U.S. has steadily increased both its exports to Nigeria and its share of the Nigerian market. Despite a decline in the value of Nigeria's imports of nearly 7% from 1965 to 1966, the U.S. share of the market increased by approximately 25% to 16.2% of the total, representing $116 million of U.S. exports.

The dramatic increase in the U.S. share of the market in 1966 is principally the result of three factors:

- First, and most significant, heavy investment in the petroleum industry has led to an increasing demand for specialized American equipment, from boats to drilling machinery;
- Second, demand for raw materials by Nigerian industries producing goods formerly imported has increased, to the benefit of American exporters of several commodities, such as wheat and even synthetic rubber;
- Third, expenditures under the U.S. foreign aid program have financed the import of a wide variety of American goods, from laboratory equipment for

use in schools and technical assistance projects to heavy earth-moving equipment.

As a result of the political crisis, U.S. exports to Nigeria for the first three quarters of 1967 dropped by approximately 30% in comparison with the same period of 1966: from $75.6 million to $53.2 million.

This decline is mainly due to the blockade of Eastern ports, to which about one-third of U.S. exports to Nigeria were normally shipped. A large percentage of these exports consisted of equipment for the Eastern-based oil industry.

Aside from trade losses with the East, U.S. shipments of capital goods have suffered from deferred investment decisions in both the public and private sectors and the suspension of the U.S. AID program in the East. The decline in general business activity has likewise affected demand for imported consumer goods.

The civil war has also resulted in losses for U.S. investors in Nigeria. One of the most serious setbacks was sustained by the U.S. petroleum companies, the exploration operations of which were concentrated in the former Eastern Region. These firms were forced to suspend their activities as a result of the blockade and the ensuing hostilities.

Overall losses small

Losses in other industries, notably textiles, were due to a lack of raw materials and the necessity to evacuate expatriate personnel. Subsequent losses came with the sequestration of various U.S. facilities and equipment by both the Federal Government and the rebel government. Overall losses, however, have been relatively small in relation to the total assets of the companies affected.

Once political stability is restored, Nigeria with its abundance of natural resources and industrious population, can surely be expected to resume the strong economic growth it was experiencing before the civil war broke out this July. There should be numerous opportunities for U.S. exporters and investors to participate in this promising future.

In particular, Nigeria should provide a growing market for American consumer durables, such as air conditioners and household electrical equipment, as well as a wide range of capital equipment.

Investment opportunities should continue to be enhanced by a liberal investment code providing generous incentives to private enterprise. An Investment Guaranty Agreement and a treaty for the avoidance of double taxation exists between Nigeria and the U.S.

U.S. export prospects are slight in French-oriented Chad market

Economy based on subsistence farming; lacks natural resources; largest U.S. commercial sales are in petroleum and used clothing

Chad's economy has grown modestly, if unevenly, since independence, helped by continuing French and EEC aid and a reasonably stable political environment.

Cotton is the main element of the economy and the 1966/67 growing season registered a record crop of seed cotton, according to the latest Economic Trends Report submitted by the U.S. Embassy in Fort Lamy. Cotton in 1966 accounted for 77% of export earnings and has consistently averaged 60-80%.

While efforts are being made to diversify agriculturally under the first Five Year Plan (1966-70), about equal emphasis is being put on improvement of the cotton crop since it is due to face the world market unsubsidized by 1970, when the Common Market finishes phasing out the annual subsidy to Chad's cotton crop, which has amounted to over $2 million annually.

Chad's small industrial base, concentrated in agricultural and meat processing industries, is slowly growing. The industrial event of 1967 was undoubtedly the opening in March of a cotton textile mill in Fort Archambault. The mill will eventually employ 400 workers and has an initial capacity of eight million meters of plain cotton cloth per year.

New installations

A new refrigerated meat depot is nearing completion at Fort Lamy's jet airport. Work has begun on a meat canning, leather tanning, and shoe factory complex in the south, financed largely by the government in an effort to commercialize Chad's livestock resources.

The Chadian Government keeps a close watch on prices, wages and labor, as well as money and banking. Chad belongs to the five-member Central Bank for the former French African Equatorial States and Cameroon.

Foreign direct private investment is officially encouraged, but suffers from the country's isolation, its severely limited internal market, and its lack of exploitable natural resources.

The foreign trade picture for the first six months of 1967 is about the same as that of the same period last year. France's traditional ties with her ex-colony continue to make France Chad's largest single trading partner. Chad's trade with her partners in the Central African Economic and Customs Union (UDEAC) remains at about one-third the level of all trade.

Exports to the United States are negligible and imports from the United States are down slightly; $1.27 million for the first six months of 1967 compared to $1.84 million for the first half of last year.

The trade deficit (excluding UDEAC), which last year was $8.6 million, should be considerably lower this year due to increased cotton exports.

Offers little

Chad has traditionally offered very little for United States commercial interests. This state of affairs is likely to continue, not because of any absence of effort on the part of the Chadian Government or because of any economic dislocation, but rather due to a combination of ties with France and the Common Market and the discouraging economic facts of life in this part of Africa.

There is little United States direct or indirect investment in Chad, but there is an Investment Guaranty Agreement. The lack of infrastructure and social capital are factors, as are the absence of any developed market and the paucity of exploitable natural resources.

Most large development contracts are awarded to EEC or UDEAC firms because most large projects are EEC- or French-financed.

Expanded trade must face barriers of language and the preferential treatment accorded the Common Market countries by virtue of Chad's status as an associate African member and a member of UDEAC, as well as market problems and transportation costs.

The largest commercial U.S. exports to Chad so far have been petroleum products and used clothing. Lesser amounts of specialized heavy road building machinery and other products of U.S. technology are imported.

U.S. private investment might find interesting certain opportunities in meat and fish processing plants.

Annual tariff-cutting session hopes to pare LAFTA trade bars aid region's integration effort

Earlier meetings of industry specialists play increasing role in developing concessions for adoption at yearly conference

Further tariff cuts are expected to result from the Seventh Annual Conference of the Latin American Free Trade Association (LAFTA) now meeting in Montevideo. The Conference is continuing beyond its scheduled closing date of Dec. 5 due to prolonged negotiating efforts.

The six previous annual conferences resulted in just under 10,000 tariff concessions among LAFTA member nations. Under the Treaty of Montevideo, members must lower intra-zonal trade barriers by 8% in relation to barriers from third countries during each annual meeting on the National Lists, and negotiate every three years a Common Schedule containing 25% of all products involved in intra-LAFTA trade. For the last several years, many of the concessions adopted at the conferences had been initiated earlier at meetings of representatives of individual industries in all the LAFTA countries, thus facilitating the work of the conference.

The development of this practice has been a gradual process. In 1963, no industrial sector recommendations were incorporated in the National Lists. The following year, however, 1,078 products were proposed by the meetings for inclusion in the National Lists and 38 were adopted. Much of the Fourth Conference was devoted to the negotiation of the first Common List.

Help speed development

In 1965 approximately half of the products added to the national lists resulted from proposals which originated in these industrial sector meetings, and industry complementation agreements showed increased popular acceptance. Such agreements facilitate accelerated industrial development and integration by allowing the industries involved to coordinate their plans for expansion, specialization and diversification, across national borders, through either horizontal or vertical specialization.

Although 18 complementation agreements were proposed in 1965, only two were put into effect, and the following year, suggestions for such agreements showed a decline (five were suggested). In 1966, nevertheless, 57% of items included in the National Lists originated in sectoral meetings.

Sector meetings were held in 1967 by the following industries: Chemicals, Drugs, Electrical Appliances, Electricity Generation and Transmission, Electronic and Communications Equipment, Office Machines, Abrasives, Refractories, Plastics, Motorcycles and Conveyors, Automobile Parts, Glass, Fish and Shellfish, Canned Fruits and Vegetables, Citrus Products, Iron and Steel, Canned Meat, Textiles, Toys, and Poultry.

At the meetings, complementation agreements were proposed by: Electrical Appliances (Argentina, Brazil and Mexico), Electronic and Communications Equipment (Argentina, Brazil and Mexico), Electricity Generation and Transmission (Brazil and Mexico), Citrus Products (Argentina and Mexico), Automobile Parts (Argentina and Brazil), Motorcycles and Conveyors (Argentina, Brazil, Paraguay and Uruguay), and Chemicals (all but Bolivia and Ecuador).

In 1967, the trend of suggestions has been upward again, as industrialists showed increasing interest in participating. During the year, 20 industry meetings were held, with a record attendance of 971 representatives from LAFTA nations. 631 items were recommended for inclusion in the National Lists—107 for expanding margins of preference within LAFTA and the remainder for new items—and 1,072 for inclusion in seven proposed complementation agreements. The most developed countries (Argentina, Brazil and Mexico) continued to show the greatest interest in them.

The significance of these moves is uncertain. It is important to note that 85% of the items proposed for inclusion in the complementation agreements were proposed by only two industries—chemicals and electric appliances. In addition, two-thirds of the items suggested for inclusion in the National Lists were recommended by the office machine and drug industries. Thus, only four industries accounted for most of the suggestions for tariff reductions resulting from the 1967 sectoral meetings. Other important factors are that many suggested items are unimportant in trade; that only four of the many complementation agreements proposed have passed so far; and that the industrial community has often had second thoughts regarding some of the items it initially proposed.

During 1967, the sectoral meetings also recommended 64 products to be included in the second negotiation of the Common List, scheduled to take place during the Conference. The Treaty of Montevideo contemplated four Common Lists during the 12-year period ending in 1973, each to contain 25% of the total 1961 intra-LAFTA trade.

Deadline is 1973

Once a product has been included in this List, it must be completely free of all tariffs and other restrictions by 1973; concessions cannot be withdrawn or lowered except under unusual and tightly circumscribed conditions. The first Common List, negotiated in 1964, includes 113 products, mainly agricultural, accounting for slightly over 25% of present intra-LAFTA trade.

There have been 10,000 concessions negotiated in the past six years, with an almost steady decline in the number added each year. During the first two years of the Treaty, 7,600 concessions were granted, 755 more in 1963, 226 in 1964, 580 in 1965, and 370 in 1966. Thus, the average annual increases over the last four years have been 500 per year, as opposed to 3,750 during the first two years.

Although Ecuador has granted more tariff concessions than any other member nation—1,685 or 18.6% of the total—many are of little interest to the zone. Argentina's 1,537 concessions (17% of the total) constitute the largest effective number granted, with Brazil and Mexico following close behind (1,511 and 937 respectively).

Argentina has also contributed the most of any member nation to intra-zonal trade expansion. Total intra-zonal exports increased about 10% in 1967 (on the basis of partial and preliminary figures), an increase entirely attributable to the growth in Argentine exports to the zone. Coinciding with the devaluation of the Argentine peso during the first quarter of 1967, Argentina's zonal exports increased over 50% above the first half of 1966.

Trade growth

Total intra-zonal exports to the LAFTA area (not including recent new members, Venezuela and Bolivia) have grown from $300 million in 1961 to $675 million in 1966. Of the expansion, Argentina enjoyed 38%, Brazil 23%, and Mexico 12%. The situation is not as inequitable, however, as it appears at first glance. While the less developed members have enjoyed only about 4% and members with "insufficient markets" 23%, the three large countries contribute about 79% of total LAFTA GDP, the less-developed only 2%, and the intermediate group 19%.

In the overall picture, although trade among LAFTA countries has expanded by about 125% from 1961 to 1966, it is still less than 11% of their total trade. Significant changes in intra-zonal trade may be brought about through subregional integration measures. The Andean Development Corporation, formed earlier this year could play an important role since trade among the Andean countries is presently quite modest.

One of the biggest problems facing LAFTA now involves the question of "margins of preference". The dilemma became especially noticeable in late 1966 when Brazil reduced tariffs to third countries on a large scale and other LAFTA members insisted on cuts to re-establish margins of preference. Some members tend to feel that the margins must be maintained indefinitely, rather than used only as a transitional protective measure.

At the Fourth Extraordinary Session of the LAFTA Conference held earlier this year, "corrections" made in margins of preference were generally effected through further tariff reductions for member countries, except where tariff increases for third countries were made necessary by already low or non-existent intra-zonal tariffs. The problem has become particularly acute in the case of Venezuela. Some LAFTA members have been urging tariff increases by Venezuela toward third countries in order to allow negotiation of "adequate" margins of preference in LAFTA. Tariffs raised now, however, could mean a higher eventual common external tariff.

The Seventh Annual Conference is the first meeting of the LAFTA supreme organ since the Presidents' Summit held last April in Punta del Este. At that time, the American Presidents declared their support for the establishment of a Latin American common market which will be substantially operative within 15 years, through the convergence of LAFTA and the CACM.

Considered in light of the fact that less developed countries cannot be expected to advance as quickly as developed nations, LAFTA accomplishments since the Treaty was signed in 1960 have been noteworthy. The year 1967 has produced many suggestions for augmenting Latin American economic integration, providing an extensive range of topics for discussion at the Conference.

Greeks stress credit

The U.S. Embassy in Athens has forwarded the following excerpt from a letter it recently received from a businessman, in order to illustrate the importance of liberal payment terms:

"By the way, nearly all the offers we receive from U.S. have one point in common: everybody is stating that payment will have to be made on a letter of credit basis.

"Europe is working on cash against documents terms and this is still another obstacle for us to try persuading a Greek importer to immobilize his funds a long time before he gets the goods he ordered from America. You are well aware of the fact that interest on capital is very high in the country".

U.S. show in Sao Paulo

U.S. manufacturers of general industrial equipment will have a chance to display their products in the growing Brazilian market at a Commerce Department exhibit in Sao Paulo which is scheduled for next October.

Write: U.S. Department of Commerce, Bureau of International Commerce, (Code 942), Washington, D.C. 20230.

Strong industrial recovery brightens Brazilian outlook

Paced by capital goods and foodstuffs, imports are running 15% ahead of last year's pace

Brazil's economic outlook at the close of 1967 is encouraging, according to a telegraphic summary of the latest Economic Trends Report submitted by the U.S. Embassy in Brasilia.

Industrial production and sales, which staged a strong recovery at mid-year from an earlier recession, have held steady in recent months at a fairly high plateau. Construction activity is booming.

Increased economic activity and foreign exchange speculation have made credit tighter than at mid-year and have exerted upward pressure on interest rates, although credit is still sufficient for current needs. A bumper agricultural harvest is expected next year.

Overall, business is doing well and expectations for the next six months are fairly optimistic.

This year's cost of living increase probably will not exceed 27%, compared with 41% in 1966.

The Government faces difficult decisions in the fiscal, monetary and exchange fields, but the Government's 1968 program reportedly will project a lower rate of inflation next year.

Imports so far this year are 15% above 1966, with strong growth in capital goods and foodstuffs.

U.S. prospects good

The U.S. has a 35% share of the Brazilian market so far this year, and with the present high level of business activity prospects for U.S. exporters look good.

The economic recovery and increased price stability have not yet called forth sizable increases in new private investment. The high demand for capital goods, however, reflects significant plant modernization and improved productivity, and the continued high absorption of plant capacity may soon be reflected in new investments.

Meanwhile, the continued relatively high levels of reinvested local earnings indicate the confidence of the foreign business community in Brazil's future.

U. S. Government Actions

Commercial banks get Exim loans to boost exports

Over $100 million authorized under discount loan program

The Eximbank has already authorized more than $100 million in loans to U.S. commercial banks under its discount loan program introduced in August 1966. Of the authorized total of $101.5 million, $99.1 million has been disbursed and $65.9 million has been repaid. The average annual interest rate on these loans is 6%.

The discount loan plan is one of several programs which Eximbank is conducting in cooperation with the commercial banks of the United States to encourage the commercial banking system to play a more vital role in the financing of U.S. exports by making more liquid the medium and longer term debt obligations which arise from export sales. While financing for short term export paper (180 days or less) can generally be found in the private market, financing for longer term paper is not as readily available.

Under the program, banks can borrow from Eximbank for periods up to one year against their holdings of export-related debt obligations of more than 180 days.

Offer banks incentive

By offering the banks the opportunity to convert obligations taken on export transactions into funds which can be used for additional export financing, the program gives the banks an incentive to engage in such financing.

Since the program was announced, discount loans have been made to the following banks: Bank of America National Trust and Savings Association, Bankers Trust Company, Chase Manhattan Bank, Continental Illinois National Bank and Trust Company, First Pennsylvania Banking Company, Marine National Exchange Bank, Morgan Guaranty Trust Company, and United California Bank.

Eximbank makes two kinds of loans, current export loans and net increase loans. To obtain either type of loan, the borrowing bank reports to Eximbank its holdings of eligible export debt obligations. An export debt obligation is defined as indebtedness of a foreign obligor arising out of exports of goods or services from the United States. This indebtedness may be represented by a promissory note of the buyer, a draft, a book account of the bank itself or one it has acquired from the seller, or other similar evidence of debt. To be eligible, export debt obligations must relate to exports shipped on or after March 1, 1966, and must have a final maturity date at least 181 days after the date of the obligation. Eximbank Portfolio Fund Participation Certificates are not considered export debt obligations for discount purposes.

Those eligible to borrow under the facility are commercial banks, as well as Edge Act corporations and so-called "Agreement Corporations" operating under sections 25 and 25(a) of the Federal Reserve Act.

Italian electronics firm to buy U.S. equipment with Eximbank loan

Societa Generale Semiconduttori will spend $3.5 million for U.S. equipment and services needed in expanding production of silicon semiconductors at its Agrate Brianze plant, near Milan.

The Italian electronic firm, an affiliate of Fairchild Camera and Instrument Corp. of Syosset, N.Y., was established in 1957. It now owns and operates semiconductor producing facilities in England, France, Germany, and Sweden, in addition to its main plant in Italy.

Upon completion of the $9.3 million expansion program next year, capacity in the Milan plant for production of integrated circuits, silicon diodes, silicon and epoxy transistors and special circuits will be doubled to some 95,000 units annually. These items are used in a broad range of electronic applications, including computers, television receivers, and other communications equipment.

The U.S. purchases will be financed by two Export-Import credits: a $2.5 million loan recently authorized to Istituto Mobiliare Italiano, a quasi-governmental credit agency in Italy, and an Eximbank loan of $1 million authorized in July, 1966.

The primary supplier of U.S. equipment and services for the Italian firm will be the Fairchild Camera and Instrument Corp.

Belgian firm and principal officer lose U.S. export rights

Tried to obtain U.S. machine despite earlier denial order

A Belgian import-export firm and its principal officer have been denied U.S. export privileges for the duration of export controls for violating the terms of an indefinite denial order entered against them in October 1962.

The respondents are Dr. Louis Vanderveken and E.M.M., sometimes called Equipement et Materiaux Modernes, of Antwerp, Belgium.

The Commerce Department's Bureau of International Commerce said the 1962 denial order was entered against the respondents for failure to furnish responsive answers to interrogatories. The order prohibited the respondents from participating in U.S. export transactions or related negotiations.

However, they ordered and attempted to obtain, through a foreign intermediary, an agricultural machine from a U.S. supplier. The intermediary agreed to participate in the transaction and obtained quotations of about $6,700 for an agricultural machine with spare parts. Vanderveken's participation in the transaction was discovered before the machinery and parts were exported from the United States, and shipment was prevented.

In connection with the 1962 denial order, BIC said that Vanderveken at times used the names L. DeGraeve and E. Van Eechhoven.

Earlier determination confirmed

The new denial order confirms a previous determination that the following are related parties to Vanderveken: Minexi, Societe Commerciale d'Afrique (SOCODA), and Allimex, all located in Antwerp, Belgium; and Thuis and Hollander (THV), G. Thuis, J. G. Vermeulen, and E. S. Hollander, of Baarn, Netherlands.

The present order continues previous restrictions prohibiting Vanderveken from participating either directly or indirectly in any export operation involving U.S. commodities or technical data.

Yugoslavs' agribusiness tour of U.S. paves way for future export sales

American executive advises introducing cornflakes to Balkan nation's breakfast tables; trip assisted by Commerce Department

By PAUL MAYER
Bureau of International Commerce

A group of 17 agricultural industrialists from Yugoslavia toured the United States recently and saw demonstrations of farm equipment, studied U.S. methods of grain storage, inspected beef-feeding operations and investigated the applicability of U.S. seeding procedures in their country.

Briefed in the Departments of Commerce and Agriculture before they went on the road, and escorted by this writer throughout their trip, they also spent a day at the Commerce Department's Chicago Field Office in small-group consultations with American industrialists.

While there were no immediate dollar-and-cent orders, the way was paved for possible transactions. For example, Yugoslavia, one of the largest corn-growing nations, is interested in finding additional uses for this crop. Three members of the group discussed the merits of establishing a cornflake industry with the vice president in charge of international operations of one of U.S.'s foremost cereal processors.

Since cornflakes so far are unknown to the average Yugoslav and must, therefore, first be tested as to consumer acceptance, the U.S. executive recommended an approach with which his company had already been successful in Japan several years ago, namely to ship cornflakes to Yugoslavia for a test period of two or three years during which school children and a number of housewives would be acquainted with the product and, if found popular, a cornflake factory—using U.S. equipment and know-how—would then be set up in Yugoslavia.

The company is now sending a group of experts to Yugoslavia and Romania to work out the details of such a program.

Many of the group's members are engineers heading the technical end of large, state-owned enterprises combining agriculture and industry (combinata). For example, one of the men grows sugar beets, among other crops, on a 60,000-acre farm and he operates, at the same time, three sugar refineries which the Government built on the site. He supervises a labor force of 6,500 on the "combinata." Another man supervises vineyards, and combines grape-growing with wine-making, a bottle factory, and a bottling plant all on the same site.

Operations on the "combinata" were described as following scientific methods, and using the most modern high-quality equipment. Thus, the visitors were interested exclusively in the latest-type and heaviest models of farm equipment, the latter preferred because of Yugoslavia's difficult soil conditions.

The policy of investing in heavy, up-to-date—and comparatively expensive—equipment was said to have paid off for Yugoslavia's farm industry. The country is now not only producing enough to feed its own people but has lately been growing an exportable surplus. Therefore, although the country is not rich in foreign exchange, the Government provides the farm supervisors with foreign exchange to pay for necessary imports.

Greek tariff cut on some EEC goods

Lower duties affect dairy products, industrial items

In accordance with its Association Agreement with the EEC, Greece reduced its tariff on goods subject to 22-year tariff elimination by 5% on Nov. 1. Cumulative reduction on these goods is now 15%.

The products affected are industrial goods now produced in Greece as specified in Annex I of the Association Agreement, and a limited number of Annex II livestock and dairy products specified in Protocol 13 of the Greek-EEC Association Agreement.

By exception, duties on certain agricultural products were lowered by a larger percentage. Duties on ham and European-type cheese were reduced by 10% (total reduction now 30%), and on butter by 5% (aggregate reduction now 25%).

Concurrently, a 5% reduction in prepayment requirements was made on products subject to 22-year reduction (i.e. import commodity lists F 50/2 and F 100/2). Current prepayment requirements apply to imports from the EEC and other nations, including the United States.

Spain modifies rules on origin of imports

Requires valid documentation on wide range of commodities

Spain recently enacted legislation modifying origin requirements on all shipments imported into the country. The origin of foreign goods can now be proven by a valid certificate of origin or a processed commercial invoice, which must be issued in the country of origin.

Exempted from this rule are automobiles, tractors, airplanes or other vehicles subject to registration in Spain, whose origin may be proven by appropriate markings (e.g. "Made in U.S.A.") or other signs appearing on the article. Formerly, markings were accepted as proof of origin for a wide range of commodities.

Commodities entering Spain via warehouses in a third country, warehouses in free ports of the Canary Islands or the free zones of Ceuta, Melilla, or Spain's African provinces, also require a certificate from the controlling authority (usually customs) attesting that the origin documents have been exhibited and that the shipment has not undergone any changes or treatment of any sort (other than necessary measures to preserve or protect it) while in warehouse or transit in that country. Until further notice, origin documents do not require a consular visa.

The new regulations became effective Sept. 1.

Unless noted otherwise, each opportunity listed in this section is identified by a project number. Firms interested in following up a proposal can obtain the name and address of the foreign firm along with any additional information which may be available by writing: Office of International Investment, BIC-876, U.S. Department of Commerce, Washington, D.C. 20230. Requests should be under company letterhead and must identify the particular opportunity by its project number.

The designation WTD following the project number indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Washington, D.C. 20230.

Special assistance is available to firms interested in joint venture or licensing arrangements abroad. Call Area Code 202, 967-3786 or write: Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230.

Industry product licenses sought by seven British manufacturers

Particular interests include equipment for water and heat treatment, newly-developed plastics, stainless steel fabrications

Seven British firms seek licensing rights from U.S. manufacturers of varied types of equipment. The products they are interested in are described below.

A manufacturer of **meat packing-house equipment** and all types of **steel doors** seeks a **license to make related products.**

Founded in 1909, the British concern is experienced in the production of equipment weighing up to three tons and of welded, riveted or bolted construction. It has approximately 200 employees and maintains a London branch office. Project 1058. WTD.

Stainless steel products

A manufacturer of mild and **stainless steel fabrications** ranging from structural steelwork to such complete units as electric furnaces, conveyors, hoppers and pressure vessels seeks a license to make additional products in this field utilizing its existing facilities.

The British firm's product line includes steel duct and pipe work, ladders and platforms. It would prefer to pay a U.S. licensor on a royalty basis, but would consider any reasonable arrangement.

Located in Yorkshire, the firm's facilities consist of a 30,135 sq. ft. plant, plus a modern office occupying 6,386 sq. ft. Plans call for expanding the plant by approximately two thirds.

Production equipment including radial drills, welding apparatus, boring and milling machinery and five-ton overhead cranes are used in the fabricating, machining and assembling of products. Warehouse facilities are also available and, if necessary, arrangements could be made to acquire an additional area of around 30,000 sq. ft.

The firm employs 60 and maintains branch offices in London and Grimsby. Project 1053. WTD.

Valves, mountings

A manufacturer of **boiler mountings, water gauges, valves and brake linings** seeks a license to produce **allied products** in the U.K.

Founded in 1923, the English concern maintains seven branch offices in the U.K. and manufacturing facilities in Great Britain, Germany, Austria and Australia. It employs about 900, plus 30 salesmen. Major customers include the petrochemical, public utility, shipbuilding and automotive industries. Project 1059. WTD.

Water treatment equipment

Engaged in the manufacture of automatic control apparatus and specialized testing equipment, the construction division of a large industrial group seeks licensing agreements with firms in the United States.

The British concern is particularly interested in the production of **water and effluent treatment equipment, reverse osmosis apparatus, direct contact butane desalination machinery, and equipment which is non-electronic for use in instrumentation.**

The parent firm's many subsidiaries manufacture a diverse line of products including air conditioning equipment, prestressed concrete, automobiles, pharmaceuticals, packaging machines, surgical dressings, recording instruments and printing supplies. Total employment of the group is about 6,300.

An executive of the construction division plans to visit the United States next year to discuss licensing arrangements with U.S. companies responding to this announcement. Project 1066. WTD.

Newly developed plastics

Employing approximately 80, a London manufacturer of plastic boxes and packaging seeks a license to make related products.

The British firm specializes in **transparent plastics** and is interested in any new developments in this area, particularly if the process involves vacuum forming, fabrication or welding. Project 1061. WTD.

Filters, coolants

Established in 1965, a producer of industrial washing machines, automated component handling equipment and special purpose machinery is interested in a licensing and/or distribution agreement with a U.S. firm.

The British concern wants to make small to medium size **filtration equipment** with particular emphasis in the fields of machine tool coolants, transformer oil and precoat filters.

The firm has around 60 employees and is a member of a small group of firms engaged in the fabrication of various steel and aluminum products. Project 1060. WTD.

Heat treatment field

A designer and manufacturer of equipment for heat treating salts, compounds, and toughening glass seeks a license and/or agency representation agreement with a U.S. firm.

The British company is interested in making and distributing **equipment related to the heat treatment field** for both the industrial and consumer market.

Established in 1928, the concern employs about 290. It already manufactures salt baths and furnaces under licensing arrangements with U.S. companies. Project 1062. WTD.

Metal processor seeks U.S. license to broaden line

Australian firm proposes to make various products

The wholly-owned, Sydney-based subsidiary of an Australian industrial group is interested in a licensing arrangement to manufacture and sell in Australia and South East Asia products made from coiled or semi-continuous raw material, mainly steel, automatically by means of stamping, rolling, grinding, bending or other continuous or semi-continuous processes.

At this stage, the company does not wish to limit its interest to a specific product or products but prefers to keep its proposal more general. It specializes in the manufacture of round-edged steel strip and self-locking steel baling bands, the latter under license from a West German firm.

The company also provides a service for straightening wire and slitting ferrous, non-ferrous and non-metallic materials.

Other members of the industrial group to which it belongs assemble motor vehicles, construct buses and coaches, manufacture industrial chain and conveyors, ladders and access equipment and industrial plastics. They also operate an offset and letterpress printing establishment. In addition, the group is the Australian concessionaire and distributor for several overseas manufacturers of automobiles and automobile parts.

Facilities available

The Sydney firm's plant comprises two factory buildings with a total area of 31,000 sq. ft. and an office block of 2,000 sq. ft. on nine acres of land. Its equipment includes two 50 hp. 10″ hot wire flattening mills, wire drawing, wire straightening and cut-off machines, and three ferrous, non-ferrous and non-metallic slitting machines. Current work force is 40. Ample space for expansion of facilities is available.

The company sells through distributors in all of the Australian states and also has its own sales force for direct sales to large users and for sales promotion. At the present time, its main export market is New Zealand.

A joint venture proposal would receive consideration. Project 1067. WTD.

Two German firms seek licenses to make hand tools and metal masts

Two German manufacturers seek licensing agreements, one to make metal masts and the other to produce hand tools.

● A license to manufacture newly developed hand tools for use in the repair of automobile chassis is sought by a producer of hammers, chisels, axes and plumber's tools.

The German firm operates a modern plant and has large warehouse facilities. Founded in 1859, the concern employs 85, plus 14 salesmen. It reports 1966 sales of around $750,000. Project 1065. WTD.

● A West German manufacturer, importer, exporter and distributor of materials handling equipment, light metal aircraft docks and metal masts is interested in negotiating a licensing agreement to make light and heavy metal masts in Germany. The firm is specifically interested in multi-purpose light metal masts which can be easily and quickly erected with interchangeable, self-locking sections.

Located in Bergisch-Gladbach, the firm reportedly has a plant equipped with modern machinery including forging and foundry shops and warehouses. It employs around 450. Total sales in 1966 approximated $4.5 million. Project 1057. WTD.

Dutch plastic components producer wants license

Licenses to manufacture injection molded plastic products for distribution in Western Europe are sought by an experienced producer of finished plastic components for the gear, lighting equipment, washing machine, automobile frame, fire extinguisher and furniture industries.

The Dutch concern's range of products include cams, gear wheels, pumps, tubes, cable clamps, lighting fixtures, automobile door and window handles and parts for furniture and fire extinguishers. It specializes in the processing of acetal resins, cycolac resins and other raw materials furnished by U.S. suppliers for utilization in the manufacture of its plastic components. According to the Dutch company, very close tolerances are necessary in the production of these components.

The firm was established in 1954 and employs around 35, plus three salesmen. Project 1054. WTD.

Taiwan booklet lists area for investment

U.S. participants in 12 major industries would be welcome

Of particular interest to U.S. companies contemplating investment in Taiwan is the recently published "Illustrative Investment Opportunities in Taiwan—The Republic of China," compiled by the Industrial Development and Investment Center at Taipei.

The informative 34-page booklet briefly analyzes investment opportunities in 12 major industries where participation by U.S. investors would be welcomed by the Taiwan Government. Although the brochure notes that industrial development in Taiwan has made marked progress in recent years, it is felt that room still exists for the establishment of many new industries.

Areas covered in the booklet include the chemical, plastic and synthetic resin, pulp and paper, food processing, lumber, non-metallic minerals, machinery, electric machinery and apparatus, electronics, processed fishery and animal husbandry products, and textile industries. An additional section devoted to other manufacturing industries includes clinical and surgical instruments, photographic and optical equipment, sporting goods, toys, wigs and plastic flowers.

Among the several products discussed in the chemical industry, the brochure indicates that the manufacture of melamine, acetylene black, pharmaceutical raw materials and phthalic anhydride are worthy of further study by prospective U.S. investors.

As an example, the booklet notes that most of the over 700 pharmaceutical plants on Taiwan are packaging facilities, heavily dependent on imported raw materials for production. Since the pharmaceutical raw materials manufactured on Taiwan include only glucose and a limited variety and quantity of antibiotics and antipyretic drugs, this industry offers good potential for further development.

To obtain a copy of "Illustrative Investment Opportunities in Taiwan—The Republic of China" and additional information concerning investment in Taiwan, interested U.S. firms should **write:** Chinese Investment and Trade Office, Suite 1909, 515 Madison Ave., New York, N.Y. 10022.

Panama to construct medical complex

Panama's Social Security Administration has issued a call for bids for the combined construction and equipping of a new Polyclinic of specialized medicine in Panama City. Construction costs for the building alone are estimated at over $5 million.

Bid deadline is Jan. 23. Bidding is limited to Panamanian firms or to Panamanian firms acting in consortium with foreign firms. Under the financial terms of the bid request, the contracting firm will have to finance at least 70% of the total project cost, including construction costs as well as equipment, while the Social Security Administration will pay a maximum of 30%, with the balance to be paid during a period not less than five years after the complete project is accepted.

Tender documents (in Spanish) are available for $200 per set (additional sets are $100 each) from the Oficina de Compras, Caja de Seguro Social, Panama, Panama. One copy each of the tender offer volume (giving considerable details on the project) and the set of equipment specifications are available for review in Rm. 4014, U.S. Department of Commerce, Washington, D.C.

Bids have already been received from 13 leading Panamanian construction firms. Copies of a list of their names and addresses are available from the Building Materials and Construction Industries Division, BDSA-564, U.S. Department of Commerce, Washington, D.C. Telephone: 202-967-3602.

Pakistan to construct natural gas distribution network

The Titas Gas Transmission and Distribution Company, a quasi-government agency, is inviting bids for the construction of a natural gas distribution network in and around Dacca. The work includes construction, pigging, testing and commissioning of pipelines, mains and services, regulating and metering installations. There are approximately 16 miles of feeder mains and 33 miles of distribution mains involved. Some company-owned plant and equipment will be made available to the contractor to minimize his costs.

Bid deadline is Jan. 15. Sets of tender documents, which include instructions to bidders, job description, contract document, mains and district regulator station, program of work, procedure for downhand welding, addendum to the general specifications and diagram of site, are available for 100 rupees ($21.00) each from the General Manager, Titas Gas Transmission and Distribution Company, Ltd., 7 Motijheel Commercial Area, Dacca-2 (East Pakistan).

One set of bid documents is available for office review, and lists of equipment to be made available to the contractor are obtainable on a loan basis from the Building Materials and Construction Industries Division, BDSA-564, Rm. 4014, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-767-3602.

Cyprus seeks qualified bidders for oil refinery project

The Government of Cyprus is inviting bids from qualified firms on the engineering, construction, and starting up of a 10,000 barrels per day oil refinery complex near Larnaca, Cyprus. Total cost of the refinery is estimated at $12 million. Only bids providing for the completion of the whole project will be considered.

Deadline for submittal of applications is Jan. 15.

A brief description of the work together with a qualifying questionnaire may be obtained from the sponsoring company, the Cyprus Petroleum Refinery Company, Ltd., 23A Ariadne Street, P.O. 1238, Nicosia, Cyprus, upon payment of £10 ($24.00). The refinery company will select and accordingly advise the applicants. Approved contractors may then obtain relevant detailed documents from the company for £100 ($240.00).

Thailand invites bids on 10KW transmitter system

The Meteorological Department of the Government of Thailand, has issued a tender for the supply and installation of a 10KW Transmitter System.

Bid deadline is Jan. 10.

Bid should offer a transmitter of 10KW or greater power output, operate in the frequency range 5 to 30 MHz, with CW.; AM.; ISB.; FSK.; SSB.; and FAX. System should include, antenna system with transmission line, spare parts, a transmitter room cooling system, and cost for staff training program.

Copies of tender announcement and specifications are available from the Meteorological Department, Sukumvit Road, Bangkok, Thailand or on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-658, Rm. 4125, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4038.

Ceylon seeks equipment for water supply system

The Government of Ceylon is inviting bids for the supply of pipes, fittings, accessory equipment and materials for the Nuwara Eliya Water Supply Scheme.

Deadline for submittal of bids is Jan. 12. A refundable tender deposit of 250 rupees (5.95 rupees = US $1) or the equivalent is required.

Sets of tender documents and drawings are available until Dec. 22, for 50 rupees or the equivalent from the Ministry of Local Government, Division of Water Supply, Drainage, and Local Government Works, Ratmalana, Ceylon.

One set each of the bid documents and drawings are available for review, and one set of the bid documents is available on a loan basis from the Building Materials and Construction Industries Division, BDSA-564, Rm. 4014, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3602.

Iron ore treatment plant planned for South Africa

The South African Iron and Steel Industrial Corporation, Ltd., P.O. Box 450, Pretoria, invites tenders for the construction of an iron ore crushing and beneficiation plant at the Thabazimbi Iron Ore Mine in Transvaal. Tenders will include the design, manufacture, supply, inspection, testing, forwarding to site, provision of complete foundations and other civil engineering works, including all labor costs and materials, and the supervision of and responsibility for the starting, proving and setting to work of the plant in satisfactory operating condition. Only bids for the complete plant as specified in the inquiry documents will be considered. Bid deadline is Jan. 31.

Inquiry documents in quadruplicate, together with two sets of relevant drawings, are obtainable from the Corporation at the above address, or from Iscor Headquarters, Rm. C-426, Wagonwheel Circle, Pretoria, for $70.00 (R50) which will be refunded on receipt of a bona fide tender.

Bidders should note that it is the policy of the Corporation to have manufactured in South Africa or supplied from South African sources all such items of the plant and equipment called for in the inquiry as can be conveniently or advantageously manufactured or supplied in South Africa.

Colombia cites supply needs for several projects

The Water Supply and Sewer Company of Bogota seeks bids on the following projects: Construction of a pump house and installation of three pumping units of 2.6-3 cubic meters per second capacity each; construction of the first stage of a storage tank of 20,000 cubic meters capacity; and installation of pipe and accessory equipment. Bid deadline is Jan. 8.

Specifications and conditionse for the projects are available from the issuing authority, Subgerencia Tecnica, Empresa de Acueducto y Alcantarillado de Bogota, D.E., Avenida Jimenez, No. 4-90, Bogota, Colombia, upon payment of 2,000 Colombian pesos (16.25 pesos = US$1).

Tanzania to purchase diesel electric generators

The Tanganyika Electric Supply Company Limited invites bids from experienced international contractors for small self-contained diesel generating sets to supply power to remote townships. The individual electrical output from the machines will be in the range of 80 KW to 150 KW.

Closing date for receipt of tenders is Jan. 15. Application for the tender document together with a deposit of 25 pounds ($60) returnable on receipt of a valid tender should be made to the company's consulting engineers Balfour, Beatty & Co., Limited. Bow Bells House, Bread Street, London, E.C. 4.

Zambia to construct first railroad workshops

Bids to include construction, equipment for whole project

The Zambian Ministry of Foreign Affairs has announced that the Government is seeking bids for the construction of, and equipment for, the Zambia Railways' first railroad workshops, to be located on a 50-acre site southeast of Kabwe (Broken Hill).

Interested firms or consortia capable of undertaking the whole project and providing financing may obtain tender documents by submitting immediately letters marked "Pre-Qualification" to the Permanent Secretary, Ministry of Transport, Power, and Communications, Government of the Republic of Zambia, P.O. Box R. W. 38, Lusaka, Zambia. Such letters should give the following information: name and nationality of consortium, names of constituent and associated firms; details of similar works undertaken, including costs, contracts, periods, clients, and places of execution; list of plant and construction equipment, specifying if plants are owned or leased, plus personnel available; details of capital of constituent firms certified by a bank, and history of their financial status for the past three years; financing proposals for the railway workshop project; and other information regarding the tendering firm.

The project, which is expected to take two years, will include the following: civil engineering contract for the completion of: major earthworks; a carriage and wagon workshop, 600 ft. x 300 ft.; two locomotives workshops, 525 ft. long by 150 ft. and 75 ft. respectively; traverser, 500 ft. x 100 ft.; paint shop, 225 ft. x 75 ft.; two stores, each 200 ft. x 40 ft. with compounds; administration block and other minor buildings, railways, drains, sewers, and all services within an enclosed site approximately 2,500 ft. x 1,000 ft.; and supply of all machinery, plant, and tools necessary to furnish the workshops.

The deadline for submission of bids to the Central Supply and Tender Board, P.O. Box 1009, Lusaka, Zambia, is Feb. 23.

This project, expected to involve expenditure of approximately $8.5 million, is part of Zambia's large-scale program to expand and diversify the country's transportation facilities and routes. The proposed workshop will service both steam and diesel engines, including large numbers of U.S.-manufactured locomotives, and other wagons and passenger cars for the newly formed Zambia Railways. As Zambia was formerly a partner with Southern Rhodesia in the operation of the jointly-owned Rhodesia Railways, all service facilities have been located in Bulawayo, Rhodesia. Separation of this railway into its two component lines has necessitated the construction of the workshop; this new project will, in addition, facilitate the planned increase in railway operating equipment.

Zambian plans also to include the future construction of a railway apprentice training school to be built adjacent to the workshop for instruction of the necessary staff to maintain growing operations.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

201 Meat products

NETHERLANDS—Canned poultry and game; frozen turkeys. Exclusive representation for Benelux countries, West Germany. N.V. Im- en Export Maatschappij voor Wild en Gevogelte v/h Muller N.V. (importer, sales agent), 8 Surinamelaan, Hilversum. WTD 11/67.

UGANDA—Canned meat, sausages, other prepared meat products. Jetha Grocers Ltd., (importer, retailer), P.O. Box 148, Mbarara. WTD 11/67.

203 Canning, preserving foods

SWEDEN—Fish products such as salmon, halibut, prawns, shellfish. Bergstroms Partiaffar, (importer, wholesaler, exporter), Box 46, Mellansel. WTD 11/28/67.

Deep-frozen foods; fruit, vegetable juices; frozen sea foods. Requests samples, brochures, quotations, c.i.f. Stockholm. Direct purchase and agency. Brandt & Co., AB G. (agent, exporter, importer), Birger Jarlsgatan 37, Stockholm C. WTD 10/67.

UGANDA—Canned, cured fish; canned specialties; fruits, vegetables, preserves, jams, jellies, vegetable sauces and seasoning, salad dressings. Jetha Grocers Ltd., (importer, retailer), P.O. Box 148, Mbarara. WTD 11/67.

209 Food preparations

FRANCE—Edible colza oil, sunflower oil. Tallow, inedible, for industrial uses. S. Miz-

raki & Co. (broker), 72 rue Abbe de l'Epee, 13—Marseille, 5eme. WTD 11/67.

221 Broad woven fabric mills, cotton

ETHIOPIA—Bedsheets and sheetings, for single, double size beds. Descriptive catalogs, prices c.i.f. Djibouti, terms desired. Direct purchase and exclusive agency. Alfredo Roscigno, (commission agent), P.O. Box 3215, Addis Ababa. WTD 11/15/67.

224 Narrow fabrics, other smallwares mills

ETHIOPIA—Fringe, binding tape, other decorations for curtains. V. Karibian (importer), P.O. Box 1095, Addis Ababa. WTD 6/21/67.

227 Floor covering mills, products

NETHERLANDS—Woven, tufted carpets, rugs, other floor coverings. Direct purchase and agency. Exclusive representation requested. W. A. Bary N.V. (sales agent, importer, exporter), 64 Emmakade (or: P.O. Box 15), Leeuwarden. WTD 11/67.

228 Yarn, thread mills, products

GERMANY—Hand knitting yarns of cotton, synthetics, wool for tapestry, gobelin and embroidery shops. Requests price quotations c.i.f. Hamburg or Bremen. Requests replies in German. Direct purchase and agency. Rudi Merz (importer, manufacturers' agent), 53 Dorfstrasse, 4005 Buederich. WTD 11/17/67.

229 Textile goods

ETHIOPIA—Blankets, made of fibers, recovery from textile mill waste and rugs. Descriptive catalogs, prices c.i.f. Djibouti, terms desired. Direct purchase and exclusive agency. Alfredo Roscigno (commission agent), P.O. Box 3215, Addis Ababa. WTD 11/67.

231 Men's, youths', boys' suits, coats, overcoats

SWEDEN—Men's suits, coats, jackets. Carl Axel Petterssons AB (retailer, importer), 52 Kungsgatan, Stockholm. WTD 11/28/67.

UGANDA—Men's, youths', boys' suits, coats. Direct purchase and agency. Sayani (Uganda) Ltd. (importer, outfitter, retailer), P.O. Box 436, Kampala. WTD 11/67.

232 Men's, youths', boys' furnishings, work clothing

SWEDEN—Men's shirts, trousers. Carl Axel Petterssons AB (retailer, importer), 52 Kungsgatan, Stockholm. WTD 11/28/67.

UGANDA—Shirts, all kinds; collars; underwear; bowties; neckties; scarfs; separate trousers, all kinds. Direct purchase and agency. Sayani (Uganda) Ltd. (importer, outfitter, retailer), P.O. Box 436, Kampala. WTD 11/67.

233 Women's, misses', juniors' outerwear

NIGERIA—Cocktail dresses; children's clothes, all lightweight. Anansa Maritime (Nigeria) Ltd. (exporter, forwarding services), 20 Wharf Road, P.O. Box 75, Apapa. WTD 2/67.

UGANDA—Ladies' sweaters. Agency and direct purchase. Bhaichand Ratanshi & Co., Ltd. (importer, wholesaler, retailer), P.O. Box 780, Kampala. WTD 11/67.

234 Women's, misses', children's, infants' under garments

UGANDA—Women's, misses', children's, infants' underwear and nightwear; corsets and allied garments. Direct purchase and agency. Bhaichand Ratanshi & Co. Ltd. (importer, wholesaler, retailer), P.O. Box 780, Kampala. WTD 11/67.

239 Fabricated textile products

UGANDA—Canvas tents; tarpaulin covers for trucks. Agency and direct purchase. Anglo Sanitary and Metal Co. Ltd. (importer, wholesaler, retailer), P.O. Box 702, Kampala. WTD 11/67.

242 Sawmills, planing mills

SWEDEN—Basswood for manufacture of keyboards. AB Virserums Klaviaturfabrik (manufacturer), Virserum. WTD 11/22/67.

251 Household furniture

NETHERLANDS—Collapsible garden furniture, small household furniture. Direct purchase and agency. Exclusive representation desired. W. A. Bary N.V. (sales agent, importer, exporter), 64 Emmakade (or: P.O. Box 15), Leeuwarden. WTD 11/67.

Little things make the difference

"Quite often the difference in being successful and not being successful in a foreign market is that the successful firm is aware of and paying attention to the little things.

"These can be:

"Handling all overseas correspondence as quickly as possible;

"The ability to be understood in writing;

"Making certain that the sales literature and technical bulletins are in the language of the country;

"And tailoring the product to the customer's needs.

"To be successful in international trade takes more than a product and a desire to sell it. Often it is these little things that can make the big difference in overseas marketing."

—V. J. Borland, Export Manager, Quaker State Oil Refining Corp.

262 Paper mills, products

SWEDEN—Printing, writing, text and thin paper. Requests samples, quotations c.i.f. Stockholm. Direct purchase and agency. Firma Ulf Nestius (agent, distributor, importer), Box 41, Tyreso. WTD 11/67.

263 Paperboard mills, products

FRANCE—Chip board, white surface on one side, grey surface on the other, surface coated or not coated for box making; chip board, laminated, micro-crystalline for detergent packaging. S. Mizraki & Co. (broker), 72 Rue Abbe de l'Epee, 13—Marseille, 5eme. WTD 11/67.

SWEDEN—Cardboard, all kinds. Requests samples. Direct purchase and agency. Firma Ulf Nestius (agent, distributor, importer), Box 41, Tyreso. WTD 11/67.

264 Converted paper, paperboard products

FRANCE—Coated paper for printing, wrapping. S.A. Pacofa (manufacturer, importer, dealer), 94/98, Rue de Lys, 59 Halluin. WTD 10/67.

GERMANY—Paper plates for offset machinery. Requests price quotations f.o.b. New York. Werner & Roosen (importer, wholesaler), 569 Neusser Strasse, 5 Koeln-Weidenpesch 1. WTD 11/8/67.

NETHERLANDS—Masking tape for use by automotive, painting industries. Handelmaatschappij Henk Endstra, N.V. (importing distributor), 265 Baarsjesweg, Amsterdam. WTD 11/67.

282 Synthetic material

PORTUGAL—Edible film-wrap coating for protection of poultry, frozen meat, other foods; dipping or spraying application. Quotations c.i.f. Lisbon. Direct purchase and agency. Nucleon—Equipamentos de Precisao, Lda. (importer, sales agent), Avenida Antonio Augusto de Aguiar 165, Lisbon 1. WTD in preparation.

284 Soaps, detergents, cleaning preparations, perfumes, cosmetics

COLOMBIA—Oil, soluble textile assistant. Textiles Morfel Ltda. (manufacturer, distributor, exporter), Calle 4 No. 22-24, Bogota. WTD 11/22/67.

291 Petroleum refining

● **SUDAN**—Axle Lubricating Oil, 1500 Metric Tons. Bid contract No. 3838, bid deadline, Dec. 28. Sudan Railways, Office of Controller of Stores, Atbara.★ (Telephone: 202-967-2355).

306 Fabricated rubber products

THAILAND—Rubber sheets for shoe-soling, size 40" x 26" or 95 cm. x 95 cm., thickness 2.5 mm.; color and designs: glossy, matt, and grained with various colors. C.i.f. Bangkok prices, free samples requested. Chuang Pong Pun Ltd., Part. (importer), 1806/57 Bantadtong Rd., Pratumwan, Bangkok. WTD 10/67.

307 Plastic products

FRANCE—Expanded vinyl film to be used in manufacture of ladies' hand bags, garments, shoes, upholstery, automobile seat covers. Societe Dofan, Dept.: Plastics (manufacturer, dealer), 14, Place Jacques Bonsergent, Paris, 10eme. WTD 8/22/66.

NETHERLANDS—Plastic products, components for industrial use. Direct purchase and agency for The Netherlands, Belgium. Kraak Technisch Handelsbureau (importer, exporter, wholesaler), 15 Kerkstraat, Tiel. WTD 11/67.

UGANDA—Formica sheets. Direct purchase and agency. Anglo Sanitary & Metal Co. Ltd. (importer, wholesaler, retailer), P.O. Box 702, Kampala. WTD 11/67.

314 Footwear, except rubber

SWEDEN—Men's shoes. Cal Axel Petterssons AB (retailer, importer), 52 Kungsgatan, Stockholm. WTD 11/28/67.

317 Handbags, personal leather goods

UGANDA—Women's handbags, purses of all materials except precious metal. Direct purchase and agency. Bhaichand Ratanshi & Co. Ltd. (importer, wholesaler, retailer), P.O. Box 780, Kampala. WTD 11/67.

326 Pottery, related products

MOROCCO—Kitchenware, porcelain, household and commercial. Direct purchase and agency. Quotations Casablanca. Grand Maghreb Import (importer agent), 6, Passage Ouled-Ziane, Casablanca. WTD 11/67.

NETHERLANDS—Art, decorative and novelty pottery ware such as vases, lamp bases, figures, table and kitchen articles, other luxury household articles suitable to be used as premiums for advertising campaigns. Direct purchase and agency. Exclusive representation requested. W.A. Bary N.V. (sales agent, importer, exporter), 64 Emmakade (or P.O. Box 15), Leeuwarden. WTD 11/67.

331 Steel mill products

● **BURMA**—Pipe and fittings, galv. Includes 6,600 ft. of pipe, 1" to 6" dia. Tender No. MEIC/B.RLYS/15(T) 434 (E) 67.68, bid deadline Jan. 15. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-967-2363.)

● **CEYLON**—Wheels for locomotives and carriages: 2150 required. Tender for supply of carriage and wagon tires, bid deadline Jan. 27. Chairman, Tender Board, Ministry of Communications, Ceylinco House, Colombo 1.★ (Telephone: 202-967-2363).

MOROCCO—Sheet, galvanized, corrugated, 22/100 to 50/100 mm. thick, 10 corrugations (3 in.) 800 x 2000 mm., 800 x 2500 mm., 800 x 3000 mm—22/100 to 25/100 mm. thick, 11 corrugations (3 in.) 875 or 900 x 2000 mm., 875 or 900 x 2500 mm., 875 or 900 x 3000 mm. —5/10 mm. thick, 11 corrugations (3 in.) 875 x 2000 mm., 875 x 2500 mm., 875 x 3000 mm. Would also consider galvanized corrugated sheets, second choice, up to 5/10 mm. thick. Direct purchase and exclusive agency. Quotations Casablanca. Gilmarfer S.A. (importer, distributor), Km. 11, route cotiere 111, Ain Sebaa, B.P. 2565, Ain Sebaa, Casablanca. WTD 11/67.

Plate, mild steel, 3/10 to 100 mm., all sizes; plate, cold laminated steel, 3/10 to 2.5 millimeters, all sizes; mild black steel flats, squares, angles, rounds, beams and channels. Direct purchase and exclusive agency. Quotations Casablanca. Gilmarfer S.A. (importer, distributor), KM. 11, route cotiere 111, Ain Sebaa, B.P. 2565, Ain Sebaa, Casablanca. WTD 11/67.

335 Rolling, drawing and extruding of nonferrous metals

● **BURMA**—The Government of Burma, through the Chairman of the Public Works Corporation, No. 60 Shwedagon Pagoda Road, Rangoon, Burma has issued several invitations for bids, for various amounts of copper shapes, wires and cables.

Bid deadlines and tender numbers are as follows:

Date deadline	Tender number
12/18	018/T/EL/PWC/67-68
12/22	020/T/EL/PWC/67-68
12/23	022/T/EL/PWC/67-68
12/28	024/T/EL/PWC/67-68

The Copper Division, BDSA, U.S. Department of Commerce has copies of the above tenders for review in Rm. 4806.

● **SUDAN**—The Controller of P&T Stores has issued a tender for 50 tons of cadmium copper wire and 50 tons of hard drawn copper wire. Closing date Dec. 21. The Copper Division, BDSA has one copy of the tender which may be reviewed in Rm. 4806, U.S. Department of Commerce, Washington, D.C.

336 Nonferrous foundries

MOROCCO—Kitchen utensils, cast aluminum. Direct purchase and agency. Quotations Casablanca. Gran Maghreb Import (importer agent), 6, Passage Ouled-Ziane, Casablanca. WTD 11/67.

342 Cutlery, hand tools, general hardware

NETHERLANDS—Painters' tools, including glass cutters with 6 wheels, vacuum lifters for window glass with two and three cups. Handelmaatschappij Henk Endstra N.V. (importing distributor), 265 Baarsjesweg, Amsterdam. WTD 11/67.

Kitchen tools suitable for the cleaning, maintenance of Teflon lined pans; luxury kitchen utensils suitable to be used as premium, gift items. Direct purchase and agency. Exclusive representation requested. W. A. Bary N.V. (sales agent, importer exporter), 64 Emmakade (or P.O. Box 15), Leeuwarden. WTD 11/67.

Hardware, hand tools. Direct purchase and agency for The Netherlands, Belgium. Kraak Technisch Bureau (importer, exporter, wholesaler), 15 Kerkstraat, Tiel. WTD 11/67.

Automotive tools. Direct purchase and exclusive representation. N.V. Handelmaatschappij (agent, distributor, importer), 22 Katwijkseweg, Wassenaar. WTD 11/67.

UGANDA—Cutlery, hand, edge tools, except machine tools; hand saws, saw blades. Agency and direct purchase. Anglos Sanitary & Metal Co. Ltd. (importer, wholesaler, retailer), P.O. Box 702, Kampala. WTD 11/67.

Builders' hardware, including locks, lock sets. Iron & Steelwares Ltd. (importer, retailer), P.O. Box 68, Kampala. WTD 11/67.

343 Heating apparatus, plumbing fixtures

UGANDA—Plumbing fixture fittings and trim. Iron & Steelware Ltd. (importer, retailer), P.O. Box 68, Kampala. WTD 11/67.

344 Fabricated structural metal products

NETHERLANDS—All types of industrial and marine heating equipment and components. Competitive prices requested. Direct purchase and agency. Exclusive representation requested for The Netherlands, Belgium, England, W. Germany, France, Spain. Holima Ingenieursbureau voor Warmte- en Koudetechniek (importer, exporter, installer), 2-4 De Flinesstraat (P.O. Box 4086), Amsterdam. WTD 11/67.

UGANDA—Metal doors, sash, frames, moldings and trim; concrete reinforcing steel bars. Iron & Steelwares Ltd. (importer, retailer), P.O. Box 68, Kampala. WTD 11/67.

345 Screw machine products

NETHERLANDS—Standard industrial fasteners, bolts, nuts, screws. All types of special industrial fasteners, non-standard. Direct purchase and exclusive representation for Benelux. N.V. Handelmaatschappij Douwes (importer, exporter, agent), 3-5 Noordwal, The Hague. WTD 11/67.

346 Metal stampings

NETHERLANDS—Bottle caps. Lindner N.V. Verpakkingenindustrie, 10 Koningsweg, Soestdijk. WTD. 11/67.

347 Coating, engraving, services

PORTUGAL—Colored PVC coatings in different patterns for cold application on galvanized steel sheets. Quotations c.i.f. Lisbon. Direct purchase and agency. Nucleon—Equipamentos de Precisao, Lda. (importer, sales agent), Avenida Antonio Augusto de Aguiar 165, Lisbon 1. WTD in preparation.

349 Fabricated metal products

NETHERLANDS—Valves and fittings, air controlled devices for heating systems. Direct purchase and agency for Netherlands, Belgium. Kraak Technisch Bureau (importer, exporter, wholesaler), 15 Kerkstraat, Tiel. WTD 11/67.

354 Metalworking machinery

● **INDIA**—One oxyacetylene profile cutting machine suitable for cutting plate up to 150 mm. th. x 1500 mm. wide x 5000 mm. long. Tender No. CL/NS/67/C/M&P/66-67/353, bid deadline Dec. 29. One special purpose machine suitable for machining cast steel trucks of locomotives. Tender No. CL/NS/67/C/M&P/66-67/1034, bid deadline Jan. 14. Global procurement. Controller of Stores, Chittaranjan Avenue, Calcutta - 13.

Copies of tender documents are available from the address given above for $1.40 and $3.50 each, respectively.

NETHERLANDS—Special electric or pneumatic handtools for fasteners. Direct purchase and exclusive representation or sales agency for Benelux. N.V. Handelmaatschappij Douwes (importer, exporter, agent), 3-5 Noordwal, The Hague. WTD 11/67.

Hydraulic lifts for garages, cars; all types of garage equipment and service station equipment; acetylene welding equipment. Direct purchase and exclusive representation arrangements or sales agency. N.V. Handelmaatschappij Imecon (agent, distributor, importer), 22 Katwijkseweg, Wassenaar. WTD 11/67.

THAILAND—Tools and equipment required to mount stones in jewelry, place florentine finish on jewelry. c.i.f. Bangkok prices, catalogs requested. Asia's Jewelry Ltd., Part. (jeweler), 1238/1-2 New Rd., Near Suriwongse Rd., Bangkok. WTD 11/67.

355 Special industry machinery

COLOMBIA—Textile machinery, spare parts for same. Textiles Morfel Ltda. (manufacturer, exporter, distributor), Calle 4 No. 22-24, Bogota. WTD 11/22/67.

MEXICO—Bakery machinery and equipment, dough mixers, slicing, wrapping machines. Price quotations c.i.f. Veracruz, payment facilities, pamphlets requested. Requests replies in Spanish. Mr. Jorge Camara Acosta (baker), Panaderia Colon, Independencia No. 179, Veracruz, Ver. WTD 11/28/67.

Automatic machinery for ice cream "drive in's." Pamphlets, price quotation c.i.f. Vera-

cruz, payment facilities requested. Requests replies in Spanish. Mr. Alfredo Ruiz Lartigue (laundry shop owner), Oriente 14 y Sur 17, Orizaba. Ver. WTD 11/67.

NETHERLANDS—Capping machinery. Lindner N.V. Verpakkingenindustrie (manufacturer, importer, exporter), 10 Koningsweg, Soestdijk. WTD 11/67.

PORTUGAL—Machinery for bottling wine, milk, other liquids. Direct purchase and agency. Casa Hipolito, Lda. (manufacturer), Torres Vedras. WTD in preparation.

THAILAND—All types of machinery, equipment, special tools used for manufacture of jewelry. c.i.f. Bangkok prices, brochures requested. Asia's Jewelry Ltd., Part. (jeweller), 1238/1-2 New Road, Near Suriwongse Rd., Bangkok. WTD 11/67.

356 General industrial machinery

NETHERLANDS—Small compressors, 220V—50 cycles; paint spray guns; caulking guns. Handelmaatschappij Henk Endstra N.V. (importing distributor), 265 Baarsjesweg, Amsterdam. WTD 11/67.

Compressors for garage and industrial use. Direct purchase and exclusive representation arrangements for sales agency. N.V. Handelmaatschappij (agent, distributor, importer), 22 Katwijkseweg, Wassenaar. WTD 11/67.

357 Office computing, accounting machines

NEW ZEALAND—Continuous stapling machine for one half inch staple using a round non-rusting wire for medium hardness wood. Milhurst Industries Ltd. (manufacturer), Attn: Mr. A. W. Miller, Managing Dir., 45 Hirau St., Linden, Wellington. WTD 11/67.

SWEDEN—Imprinters for hospitals, gas stations, data recording. Requests brochures, quotation, c.i.f. Stockholm. Direct purchase and agency. IdentiData-Sweden (manufacturer, retailer, agent, importer, exporter), Dobelnsgatan 52, Stockholm Va. WTD 11/67.

Card, tape punchers; magnetic tape recorders. Direct purchase and agency. Rema Kontorsmaskiner AB (manufacturer, retailer, agent, distributor, exporter, importer), 7 Hantverkargatan, Stockholm. WTD 11/29/67.

Data processing accessory equipment; simple and advanced office systems; administration systems, and materials, for rationalization purposes. Direct purchase and agency. Esselte System AB (manufacturer, agent, distributor, importer), Fack, Stockholm 1. WTD 11/67.

358 Service industry machinery

NETHERLANDS—Industrial refrigeration, freezing equipment. Competitive prices requested. Direct purchase and agency. Exclusive representation requested for The Netherlands; also interested in representation for Belgium, England, W. Germany, France, Spain. Holima Ingenieursbureau voor Warmte- en Koudetechniek (importer, exporter, installer), 2-4 De Flinesstraat (P.O. Box 4086), Amsterdam. WTD 11/67.

NEW ZEALAND—Vending machines to dispense 6 oz. cans of natural apple juice, and/or machines which could dispense natural juices by filling small paper containers. Interested firms should be prepared to consider licensed manufacturing arrangements. Embassy of the United States, Commercial Officer—TO 43, Government Life Insurance Bldg., Customhouse Quay, Wellington.

NORWAY—Vacuum cleaning equipment, heavy duty, for cleaning ship holds and tanks, capable of handling grain, coal dust, fertilizers. Direct purchase and agency. A/S Norclean (importer, manufacturers' agent), Stockflethsgate 24, Sandefjord. WTD 11/67.

UGANDA—Commercial steam pressing machines, equipment. Sayani (Uganda) Limited (importer, outfitter, retailer), P.O. Box 436, Kampala. WTD 11/67.

361 Electric transmission, distribution equipment

● **THAILAND**—Purchase and Stores Div., Metropolitan Electricity Authority, 121 Chakrapetch Rd., Bangkok, Thailand has invited bids for a supply of bartap connectors, universal split belt connectors with spacer and washer, clamps, single tops connectors and connectors for transformer steel ground pads. Tender No. MEA-PSD-103, deadline Jan. 5. A copy of the tender is available for review in Rm. 4806, U.S. Department of Commerce, Washington, D.C.

362 Electrical industrial apparatus

MOROCCO—Electrodes, arc welding for nonferrous metals, two to five millimeters. Direct purchase and agency. Quotations Casablanca. Gilmarfer S.A. (importer, distributor), Km. 11 route cotiere 111, Ain Sebaa, B.P. 2565, Ain Sebaa, Casablanca. WTD 11/67.

NETHERLANDS—Electric welding equipment. Direct purchase and exclusive representation arrangements or sales agency. N.V. Handelmaatschappij (agent, distributor, importer), 22 Katwijkseweg, Wassenaar. WTD 11/67.

SWEDEN—Servo motors and gear boxes for potentiometers. Direct purchase and agency. AB Elektroholm (agent, distributor, wholesaler), Dalvagen 12, Solna 1. WTD 11/67.

363 Household appliances

NETHERLANDS—All types of household appliances suitable to be used as premiums for advertising campaigns. Direct purchase and agency. Exclusive representation requested. W. A. Bary N.V. (sales agent, importer, exporter), 64 Emmakade (or: P.O. Box 15), Leeuwarden. WTD 11/67.

UGANDA—Industrial sewing machines; industrial buttonhole, eyelet machines, attachments; button sewing machines. Sayani (Uganda) Ltd. (importer, outfitter, retailer), P.O. Box 436, Kampala. WTD 11/67.

364 Electric lighting, wiring equipment

UGANDA—Electric lamps, lighting fixtures. Vallenders Ltd. (importer, retailer, distributor), P.O. Box 3295, Kampala. WTD 4/67.

366 Communications equipment

● **NIGERIA**—Supply of equipment required for extending and revamping the power line carrier supervisory and telecommunications system of the Electricity Corp. of Nigeria. Contract No. 1033/402, bid deadline Jan. 12. A set of tender documents may be obtained from the Secretary, Electricity Corporation of Nigeria, 24-25 Marina, P.M.B. 2030, Lagos, or from the London Representative of the Corporation, York House, Westminister Bridge Road, London, S.E.1, for $48.★ (Telephone: 202-967-4823).

367 Electronic components, accessories

SWEDEN—Metal film and metal oxide resistors. Direct purchase and agency. Hammar & Co. AB (agent, distributor, exporter, importer), Strandvagen 5 B, Stockholm O. WTD in preparation.

369 Electrical machinery, equipment, supplies

● Supply of one 125 KVP, 300 MA, X-ray generator, tubestand, rotating anode X-ray tube, high tension cable, horizontal X-ray table, universal stand and mobile base, wide pattern immobilizer, and lightbeam diaphragm. Tender No. Stores A-23075 (Group I).

Supply of 22 assorted X-ray film cassettes in the following quantity and size: 2 size 14″ x 17″; 4 size 12″ x 15″; 6 size 10″ x 12″; 4 size 8″ x 10″; 2 size 6½″ x 8½″; 2 size 7″ x 17″; 2 size 6″ x 15″. Tender No. Stores A-23075 (Group II).

Supply of two stationary X-ray grids, secondary radiation, 10″ x 12″ and 12″ x 15″; main supply 346 volts, 3 phase, 50 cycles; fitted with radio interference suppression unit; all electrical components required to be tropicalized. Tender No. Stores A-23075 (Group III). Bid deadline Jan. 5. Offers should be made through Hong Kong agents. Controller of Stores, Stores Dept., Oil St., North Point.★ (Telephone: 202-967-2939).

371 Motor vehicles, motor vehicle equipment

GERMANY—Accessories and parts for buses, trucks, commercial type vehicles. Direct purchase and agency. Willi Amrehn (distributor, exporter, importer), 68 Mannheim-Kaefertal, Heppenheimer Strasse 17. WTD 12/67.

NETHERLANDS—Parts, accessories for passenger cars, trucks, buses, including replacement parts. Direct purchase and exclusive representation arrangements or sales agency. N.V. Handelmaatschappij Imecon (agent, distributor, importer), 22 Katwijkseweg, Wassenaar. WTD 11/67.

373 Ship, building, repairing

PAKISTAN—Hydrofoil vessels. Catalogs giving designs, specifications, operational capabilities, prices should also be sent to Chairman, East Pakistan Inland Water Transport Authority, DIT Building (Annex), Motijheel, Dacca. Deputy Secretary, Railways Waterways and Road Transport Dept., Govt. of East Pakistan, Eden Building, Dacca.

382 Instruments for measuring, controlling, indicating physical characteristics

NETHERLANDS—Room thermostats supplied with two extra switches. Brinkman & Germeraad N.V., Electrotechnische Handelmaatschappij (manufacturer, importer), 5 Stationsstraat, Velp. WTD 4/67.

Pneumatic, hydraulic apparatus, control and measuring equipment for gases. Direct purchase and agency for The Netherlands, Belgium. Kraak Technisch Bureau (importer, exporter, wholesaler), 15 Kerkstraat, Tiel. WTD 11/67.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subisidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

All types of controls for industrial freezing, refrigeration and heating equipment. Competitive prices requested. Direct purchase and agency. Exclusive representation for The Netherlands requested; also interested in representation for Belgium, England, W. Germany, France, Spain. Holima Ingenieursbureau voor Warmte- en Koudetechniek (importer, exporter, installer), 2-4 De Flinesstraat (P.O. Box 4086), Amsterdam. WTD 11/67.

383 Optical instruments, lenses

● **INDIA**—Supply of four direct reading spectrographs with built-in quanto-meter for analysis of used diesel engine lubricating oils. Tender No. G.P. 47 of 1967, bid deadline Jan. 11. Submitted by Director, Railway Stores, Railway Board, Rail Bhavan, Raisina Rd., New Delhi. Tender documents available, at $2.00 each, from the India Supply Mission, 2536 Mass. Ave., N.W., Washington, D.C. 20008.

386 Photographic equipment

SWEDEN—Photo-identification apparatus used in connection with plastic ID-cards. Direct purchase and agency. IdentiData-Sweden (manufacturer, retailer, agent, exporter, importer), Dobelnsgatan 52, Stockholm Va. WTD 11/67.

391 Jewelry, silverware, plated ware

MOROCCO—Cutlery, nickel silver, stainless steel and plated. Direct purchase and agency. Quotations Casablanca. Grand Maghreb Import (importer, agent), 6, Passage Ouled-Ziane, Casablanca. WTD 11/67.

NETHERLANDS—Giftware and flatware, made of brass, copper or stainless steel, silver and chromium plated; pewter. Exclusive sales rights requested. Bredemeijer Metaalwarenfabriek N.V., G (manufacturer, importer, exporter), 23 Oude Torenstraat, Hilversum. WTD 11/67.

394 Toys, amusements, sporting goods

MOROCCO—Toys, especially scale model boats and planes, with engine and without engine, operated by remote control. Direct purchase and exclusive agency. Quotations Casablanca. Asem-Electric (importer, agent), 49, rue de Briey, Casablanca. WTD 11/67.

Toys of all kinds including various types of scale models. Direct purchase and agency. Quotations Casablanca. Grand Maghreb Import (importer, agent), 6, Passage Ouled-Ziane, Casablanca. WTD 11/67.

NETHERLANDS—Toys, games, educational toys, puzzles. Direct purchase and agency. Exclusive representation desired. W.A. Bary N.V. (sales agent, importer, exporter), 64 Emmakade (or: P.O. Box 15), Leeuwarden. WTD 11/67.

395 Pens, pencils, office, artists' materials

FRANCE—Electrostatic and xerographic products for photocopy; technical specialties for drafting and graphic arts, related lines. Direct purchase and agency. Descriptive literature, price lists requested. Universal-Graphic (dealer), 47 Rue de la Concorde; 31- Toulouse, Haute-Garonne. WTD 11/20/67.

SWEDEN—Markers, felt tip; carbon paper for typewriters; paper stencils; letters (marking devices), metal; stencil machines (marking devices). Requests samples, brochures, quotations, c.i.f. Stockholm. Direct purchase and agency. Firma Ulf Nestius (agent, distributor, importer), Box 41, Tyreso. WTD 11/67.

399 Manufacturing industries

NETHERLANDS—Advertising novelties similar to political campaign buttons printed with Dutch texts according to customer's specifications. Quantities varying from 10,000 to 1,000,000 buttons per order. C.i.f. quotations requested. Direct purchase and agency. Exclusive representation desired. W.A. Bary N.V. (sales agent, importer, exporter), 64 Emmakade (or P.O. Box 15), Leeuwarden. WTD 11/67.

Plastic tiles. Direct purchase and agency. Exclusive sales rights requested. W.A. Bary N.V. (sales agent, importer, exporter), 64 Emmakade (or P.O. Box 15), Leeuwarden. WTD 11/67.

UGANDA—Signs and advertising displays. Direct purchase and agency. Mohamed Husein Bros. (importer, retailer, agent), P.O. Box 471, Mbale. WTD 11/67.

Lamp shades. Vallenders Ltd. (importer, retailer, distributor), P.O. Box 3295, Kampala. WTD 4/67.

505 Farm products, raw materials

MOROCCO—Cotton, raw, in bales for textile manufacture. Should be short fibers, second choice; 1500 tons required initially. Quotations FAS New Orleans and c&f Casablanca. Societe Deveco-Souss (importer), 209 rue de Strasbourg, Casablanca. WTD 11/67.

Sale of U.S. wines to Australia seems bright

Wine consumption in Australia is steadily increasing and as Australian and U.S. wine tastes are remarkably similar the prospects for increased sales of United States wines are excellent provided they are given some promotional assistance.

Australian imports of wine have increased from 82,000 imperial gals. during 1961-62 to approximately 150,000 gals. for the 1964-65 period. The principal countries exporting wine to Australia, in the order of their importance, are Italy, France and West Germany with the United States supplying an infinitesimal quantity.

Consumption of table wines has risen from 1.7 million imperial gals. in 1955-56 to over 5.8 million imperial gals. in 1965-67 and the rate of consumption is steadily increasing.

Spokesmen for the Australian wine industry are confident of the future for wines and point out that more and more Australians are drinking wines and with a rising standard of living their purchases are increasing. New immigrants, particularly those from Italy and Greece, are rapidly increasing wine consumption. Recent early frosts and widespread drought in Australia's principal wine producing areas have reduced the 1968 vintage by as much as 80% with good quality red wines in short supply. New vineyards will not be able to meet the demand for years, if at all.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

011 Field crop farms

TAIWAN—Raw cotton, wheat and soybean. China United Mercantile Co., Ltd. (importer, agent), P.O. Box 481, Taipei. WTD 6/15/66.

201 Meat products

NETHERLANDS—Canned meat products, snacks, packaged or bulk dried or frozen egg products, crystallized albumen, other food products salable to supermarkets. Exclusive agency representation for The Netherlands and/or other W. European countries requested. L. F. Antonides (sales agent), 52 Valeriusstraat, Amsterdam. WTD 11/67.

203 Canning, preserving foods

NETHERLANDS—Canned fish, fruits, vegetables, fruit juices, snacks, and packaged dried, dehydrated or frozen fruits, vegetables, other food products salable to supermarkets. Exclusive agency representation for The Netherlands and/or other W. European countries requested. L. F. Antonides (sales agent), 52 Valeriusstraat, Amsterdam. WTD 11/67.

SOUTH AFRICA—Canned and bottled asparagus. Cecil M. Simon and Company (Pty.) Ltd. (sales agent), P.O. Box 10725, Johannesburg. WTD 11/67.

207 Confectionery

NETHERLANDS—Packaged salted nuts, other snacks salable to supermarkets. Exclusive agency representation for The Netherlands and other W. European countries requested. L. F. Antonides (sales agent), 52 Valeriusstraat, Amsterdam. WTD 11/67.

208 Beverage industries

NETHERLANDS—Food colorings, flavorings, other food additives salable to bakeries, food processing industries. Exclusive agency representation for The Netherlands and other W. European countries requested. L. F. Antonides (sales agent), 52 Valeriusstraat, Amsterdam. WTD 11/67.

283 Drugs

GREECE—Raw materials for pharmaceuticals. Request c.i.f. Piraeus price quotations. Samourkas A.G. & Co. (sales agents), 3 Philellinon St., Athens 118. WTD 11/10/67.

NETHERLANDS—Pharmaceutical preparations. Representation on an exclusive basis. Multi-Pharma N.V. (importer, agent, distributor), 55 Helmholtzstraat (P.O. Box 4171), Amsterdam. WTD 11/67.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

NETHERLANDS—Cosmetics. Representation on an exclusive basis requested. Multi-Pharma

N.V. (importer, agent, distributor), 55 Helmholtzstraat (P.O. Box 4171), Amsterdam. WTD 11/67.

Chemicals or chemical specialties for cleaning of milk tanks and similar beverage, food containers. Exclusive agency representation for The Netherlands and other W. European countries requested. L. F. Antonides (sales agent), 52 Valeriusstraat, Amsterdam. WTD 11/67.

343 Heating apparatus, plumbing fixtures

NETHERLANDS—Boilers for central heating systems; hot water and air ducts; light commercial and domestic heating apparatus, air heaters. Exclusive representation arrangement for Holland, West Germany. N.V. Luchtverhitting Industrie "Cross-Flow" (manufacturer, importer), 18-20 Hofwijckstraat, The Hague. WTD in preparation.

353 Construction, mining, materials handling machinery, equipment

NETHERLANDS—New developments in the ship-rigging industry such as derricks, winches, for ocean-going merchant vessels and offshore drilling rigs. Exclusive distributorship for Benelux countries. Van Dyk Marine Supply Co. (importer, manufacturer, distributor, exporter, retailer), 47 Linschotenstraat, Rotterdam—8. WTD 4/67.

354 Metalworking machinery

FRANCE—Rolling mill machinery and equipment, cold or hot. Setim, Societe d'Etudes Techniques des Industries Metallurgiques (engineering concern), 24 Pl. des Vosges, 54 Nancy. WTD 11/67.

NETHERLANDS—Wheel balancing equipment and garage lifts. Representation on exclusive basis requested for Benelux countries. Explora N.V. Internationale Handelsonderneming (importer, agent, distributor), H. Lambostraat, P.O. Box 60, Bussum. WTD 11/67.

VENEZUELA—Hand tools for industrial, craftsmen's use. Welding apparatus: Oxygen, acetylene. Agency for Caracas metropolitan area. Ferrimport, C.A. (importer, sales agent), Quinta Pipina, Avenida Honduras, Urbanizacion Las Acacias, Caracas or: Apartado 7693, Nueva Granada, Caracas. WTD 10/67.

355 Special industry machinery

FRANCE—Plant machinery, equipment for breweries, malt factories as well as stone working machinery. Setim (engineering concern), 24 Place des Vosges, 54 Nancy. WTD 11/67.

GREECE—Woodworking machinery; commercial food-products machinery. Request specifications, c.i.f. Piraeus price quotations. Samourkas A.G. & Co. (sales agent), 3 Philellinon St., Athens 118. WTD 11/67.

NETHERLANDS—Tire service equipment. Exclusive representation for Benelux countries. Explora N.V. Internationale Handelsonderneming (importer, agent, distributor), H. Lambostraat, P.O. Box 60, Bussum. WTD 11/67.

356 General industrial machinery

FRANCE—Industrial ovens, metal melting and processing. Setim, Societe d'Etudes Techniques des Industries Metallurgiques (engineering concern), 24 Place des Vosges, 54 Nancy. WTD 11/27/67.

358 Service industry machines

FRANCE—Industrial water softeners and conditioners. Setin, Societe d'Etudes Techniques des Industries Metallurgiques (engineering concern), 24 Place des Vosges, 54 Nancy. WTD 11/67.

GREECE—Farm and dairy milk coolers. Request illustrating literature, specifications, c.i.f. Piraeus price quotations. Samourkas A.G. & Co. (sales agent), 3 Philellinon St., Athens 118. WTD 11/10/67.

NETHERLANDS—Galley and pantry equipment for ocean going merchant vessels, especially electric, oil and gas fired cooking ranges. Not interested in equipment for yachts, sporting boats, or ship's provisions. Exclusive distributorship for Benelux countries. Van Dyk Marine Supply Co. (importer, manufacturer, distributor, exporter, retailer), 47 Linschotenstraat, Rotterdam-8. WTD 4/67.

PERU—Hand dryers as used in offices, theaters, restaurants. Exclusive representation. Willy Hagmann (agent), Impex S.A., Nicolas de Pierola 814, Apartado 3204, Lima. WTD 1/17/66.

362 Electrical industrial apparatus

VENEZUELA—Electric motors, AC, 110V, 50/60 cycles. Sales agency for Caracas metropolitan area. Ferrimport, C.A. (importer, sales agent), Quinta Pipina, Avenida Honduras, Urbanizacion Las Acacias, Caracas; or Apartado 7693, Nueva Granada, Caracas. WTD 10/67.

384 Surgical, medical, dental instruments

FRANCE—Hospital swimming pools and swimming pool physical rehabilitation equipment. Setim, Societe d'Etudes Techniques des Industries Metallurgiques (engineering concern), 24 Place des Vosges, 54 Nancy. WTD 11/67.

Leads for Importers

Commodities are offered direct unless specified

203 Canning, preserving foods

MOROCCO—Canned sardines, tuna fish, mackerel, vegetables, fruits & fruit juices. Direct sale or through well-established agents at competitive prices, quality. Complete information furnished upon request. Nouvelle Conserverie du Sebou (canners), 10, Rue Bendahan, Casablanca. WTD 11/67.

243 Millwork, veneer, plywood

FRANCE—Rotary-cut veneers, peeler-logs and sawn-logs (French Guiana and Gabon); also plywood, plywood panels (Okoume) and chipboard and blockboards. Wholesale exportation direct or through well-established sales agents. Rougier & Fils (Etablissements) (manufacturers, exporters), 104 Rue Saint-Symphorien; 79- Niort, Deux-Sevres. WTD 11/67.

289 Miscellaneous chemical products

SWEDEN—Printing inks, all kinds. Brochures in English available upon request. Grafisk Farg, AB (manufacturer, exporter, importer), Fack, Vallingby 1. WTD 11/67.

349 Fabricated metal products

SPAIN—Metal dividing panels for mines, type GHH. Sociedad Metalurgica Duro-Felguera, S.A. (manufacturer), La Felguera, Asturias. WTD 9/67.

357 Office, computing, and accounting machines

SWEDEN—The Kontek board for preparation of payroll, wage envelope and employee personal record. Descriptive brochure available from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Kontek System AB (manufacturer, exporter), 39-41 Karlsbodavagen, Bromma 11. WTD 11/28/67.

Imprinter with ink roller, Scandinavian design. Brochures available upon request. Identi-Data-Sweden (manufacturer, agent, exporter, importer), Dobelnsgatan 52, Stockholm, Va. WTD 11/67.

505 Farm products—raw material

SENEGAL—Peanuts. Will send samples, quote prices upon demand. Requests replies in French. Societe de Developpement Agricole et Industriel de la Casamance (Sodaica), Sefa—Casamance. WTD 11/67.

509 Wholesalers

LIBYA—Raw iron to be processed into iron rods for the construction industry 5000—10,000 tons. Gheddah Trading of S. & M.S.G. (importer), P.O. Box 805, Tripoli. WTD 8/20/66.

NATO issues tender for switching equipment

The North Atlantic Treaty Organization (NATO) has issued Tender No. IFB 67-49, for the supply and installation of a semi-automatic switching center and a computer controlled stored program telegraph automatic relay equipment.

Bid deadline is Jan. 12.

Bid should offer switching center equipment capable of serving twenty-six traffic outlets expandable to thirty-two. The automatic relay equipment should be capable of serving thirty traffic inputs and traffic outputs expandable to thirty-eight.

Copies of tender announcement and specifications are available from the SHAPE Purchasing and Contracting Office, Allied Command Europe, Communications and Electronics Equipment, Communications and Electronics Division, SHAPE, Belgium, or on a short-term loan basis to NATO qualified firms located in the U.S. from the Electronics Division, BDSA-658, Rm. 4125, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4038.

Nigeria to purchase wide range of products; data requested

The Industrial Development Center, Ministry of Industry and Trade, Zaria, Northern Nigeria desires to receive catalogs, illustrated brochures and price lists from U.S. suppliers

of material and equipment needed to assist the industrial development of that region.

Information on equipment in the following categories is requested: woodworking, leather working, including shoemaking; laboratory; metalworking, including welding, forging machinery; television repair; small crane mill; rock quarry; bakery; soap factory; printing shop equipment for firms not exceeding $50,000 capital investment; automotive repair, including auto body repair equipment; tubular and wood education furniture.

All information should be forwarded to Director, Industrial Development Center, Ministry of Trade and Industry, Zaria, Northern Nigeria, West Africa.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-924, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 per list for each country.

Business Firms—Republic of Niger, Nov.

Japanese trade lists ready

The following automated lists have been published to provide complete coverage for **Japan.** Automated trade lists may be ordered by the titles given below or by the five digit identification (ID) number. All are dated June, 1967.

ID NUMBER	TITLE
01000	Farm products
19000	Arms and ammunition
20100	Meat and dairy products
20300	Canned, preserved and frozen foods
20400	Grain mill and bakery products
20600	Sugar, confectionery, and beverages
20900	Oils (animal, fish and vegetable); coffee and specialty foods
21000	Tobacco and tobacco products
22100	Broad woven fabrics (cotton, synthetics and wool); narrow woven fabrics
22500	Knitting mill products; dyeing and finishing textiles; carpets and rugs
22800	Yarns and threads; miscellaneous textiles
23100	Men's, youths' and boys' clothing and furnishings
23300	Women's, misses', children's, and infants' apparel; hats, caps and millinery
23700	Fur goods; miscellaneous apparel and accessories
23900	Miscellaneous fabricated textile products (curtains & draperies, house furnishings, bags, canvas products and apparel findings)
24000	Lumber & wood products, except furniture
25000	Furniture and fixtures
26000	Paper and allied products
27000	Published and printed materials
28100	Chemicals-industrial inorganic and organic
28200	Plastics materials and synthetic resins and rubber, synthetic & other man-made fibers, except glass
28300	Drugs
28400	Soaps, detergents & cleaning preparations; perfumes, cosmetics, and other toilet Preparations
28500	Paints, varnishes and allied products; gum and wood chemicals
28700	Agricultural chemicals
28900	Miscellaneous chemical products—glue and gelatin, printing ink, carbon black, salt, fatty acids, fireworks, and other chemical preparations
29000	Petroleum & petroleum products
30000	Rubber & miscellaneous plastics products
31000	Leather and leather products
32100	Glass and glassware
32400	Structural clay, pottery and related products
32700	Concrete, gypsum and plaster products
32900	Abrasive, asbestos, and miscellaneous nonmetallic mineral products
33000	Primary metals and metal products
34100	Metal cans, cutlery, non-powered hand tools and general hardware
34300	Heating apparatus (except electrical) and metal plumbing fixtures
34400	Fabricated structural metal products
34500	Industrial fasteners; metal stampings, castings and engravings; miscellaneous fabricated metal products
35100	Machinery, non-electrical; engines and turbines
35200	Machinery, non-electrical; farm machinery and equipment
35300	Machinery, non-electrical; construction, mining, and materials handling machinery and equipment
35400	Machinery, non-electrical; metalworking machinery and equipment
35500	Machinery, non-electrical; special industry machinery, except metalworking machinery
35600	Machinery, non-electrical; general industrial machinery and equipment
35700	Office, computing and accounting machines
35800	Service industry machines; miscellaneous machinery, except electrical
36100	Electrical machinery, electric transmission and distributor equipment
36200	Electrical machinery; electrical industrial apparatus
36300	Household appliances
36400	Electrical lighting and wiring equipment
36500	Electronic equipment for home entertainment; phonograph records and tapes
36600	Communication equipment
36700	Electronic components and accessories; miscellaneous electrical machinery, equipment and supplies
37000	Transportation equipment
38100	Engineering, laboratory, and scientific and research instruments and associated equipment
38200	Instruments for measuring, controlling and indicating physical characteristics
38300	Optical instruments and lenses
38400	Surgical, medical and dental instruments and supplies; ophthalmic goods
38600	Photographic equipment and supplies
38700	Watches and clocks; jewelry, silverware and plated ware
39300	Musical instruments and parts; toys, amusement, sporting and athletic goods
39500	Office and artists' materials; costume jewelry; miscellaneous notions, brooms; brushes; beauty and barbershop equipment and supplies and others

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

ENGLAND—Rosa Montgomery-Brasch, Harvey Trimmings Ltd., 57 Poland St., London, W.1, **interested in purchasing U. S. buttons and trimmings, particularly rhinestone and sequin trimmings.** Dec. 17 via New York for three weeks. c/o Barbizon Plaza, 106 Central Park S., New York, N.Y. 10019. Itinerary: New York. WTD in preparation.

FINLAND—Sal Leinson, Oy Kirjapaino Nopea Ab, Lonnrotinkatu 32, Helsinki, **interested in contacting U. S. printing offices specializing in printing forms, magazines, books, and in visiting training facilities and printers' schools.** Dec. 21 via New York for 18-19 days. c/o B. Smulovitz, 21 Sunderland Rd., Tenafly, N.J. 07670. Itinerary: New York. WTD in preparation.

SOUTH AFRICA—D. Goetz, Dir., H. K. Mfg. Co. (Pty.) Ltd., Berbro House, 80 Darling St., Cape Town, **interested in direct purchase of PVC plastic materials, equipment for manufacturing transparent acetate boxes, securing sole distribution for brush and comb sets, powder compacts, bag and hand mirrors, cigarette cases, table cigarette boxes, ornamental miniature picture frames, similar types of fancy goods, and viewing ranges of toilet bags, cosmetic bags, purses.** Dec. 20 via New York for nine days. c/o The Americana of New York, 801 7th Ave., New York, N.Y. 10019. Itinerary: New York. WTD 8/12/66.

SPAIN—Alfonso Martin G., Sogetec, S.A., Narvaez 10, Madrid 9, **interested in contacting U.S. consulting firms regarding studies and projects on agriculture, geology, topography, and underground water research and requesting technical information on drilling machinery, sprinkler systems, forage silos, machinery and patents.** Dec. 18 via New York for 20 days. c/o Joseph R. Guerrero, Apt. 98, 435 E. 65th St., New York, N.Y. 10021. Telephone 249-7898. Itinerary: New York, Boston. WTD in preparation.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

FRANCE—The port authority of the Department of Bouches du Rhone and the French Government plan to construct a **wharf** at Fos near Marseille capable of handling 1.5 million tons of petroleum products annually.

Tankers of 55,000 tons deadweight, 250 meters long, 25 meters wide, and 12 m 70 ship's draught, will be able to use the wharf.

Approximate cost of the project is estimated at $800,000 and will be jointly financed by the port authorities (40%) and the French Government (60%).

FRANCE-ITALY—An Italian and French company in cooperation with several local governments in France and Italy are planning to construct a **tunnel at Laeroix Pass under Mont Blanc.**

The tunnel, which is estimated to cost $11 million, will be 3,260 meters long and will be situated at an altitude of 1,700 meters. It will connect Marseille with Turin and Milan and will also serve winter tourism.

JAPAN—The draft master plan for Tokyo's new international airport is expected to be completed by the end of the year. Basic policy recommendations for the airport's development have been made public and include the following:

The airport should accommodate annually 5.4 million passengers and 400,000 tons of international cargo by 1976. Provision will be made for the eventual expansion of capacity to 16 million passengers and 1.2 million tons of cargo annually.

Further study is required to determine whether a unit terminal system or a central terminal system is to be introduced; helicopter service between the new airport and downtown Tokyo and Haneda Airport is being studied; the efficacy of a downtown passenger and cargo terminal is also being studied; construction of highspeed railway and highway connections with Tokyo; and various aircraft noise absorption measures are also being considered.

UNITED KINGDOM—The Mersey Docks and Harbours Board, operating authority for the port of Liverpool with docks at Liverpool and Birkenhead, is building a modern dock facility at Seaforth, near Gladstone dock, which will include an extensive container facility. The dock will comprise a three-berth container facility, a container marshalling area and a fourth berth for either containers or "roll-on/roll-off cargo". Additional land nearby is available for future expansion of the facility as container traffic develops.

The cost for the entire project is estimated at $84 million and it is expected to be completed in 1971. As an interim measure, part of Gladstone Dock has been converted as a temporary container port.

URUGUAY—The Administración Nacional de Combustibles, Alcohol y Portland (ANCAP), a Uruguayan public agency which operates an oil refinery and produces alcohol and cement, has received $6 million from the Inter-American Development Bank to help finance the $14.9 million **cement plant** under construction at Paysandú in northwest Uruguay.

The plant's minimal capacity will be 100,000 tons but it is expected that production will reach 120,000 tons annually by 1971.

The project calls for improvement of the railway between Paysandú and the town of Queguay, and a five-mile rail spur between Queguay and nearby limestone deposits as well as rolling stock to transport raw material.

IDB helps finance expansion of Brazilian education program

The Inter-American Development Bank has lent Brazil $25 million to help finance a $45.4 million program to expand and improve education in the basic, technological, and agricultural sciences in nine Brazilian universities, and to provide laboratory and research facilities, as well as to train scientists from other Latin American countries. Included in the program are the six Federal Universities of Rio de Janeiro, Bahia, Brasilia, Minas Gerais, Ceará and Pernambuco; the State University of Sao Paulo, the State Rural University of Minas Gerais, and the Catholic University of Rio de Janeiro.

A special commission of the Ministry of Education and Culture will administer the program.

The program contemplates major expenditures in construction, laboratory equipment, teaching equipment, teaching devices, library equipment, and technical assistance in design and administration.

Thailand to expand airport

The Government of Thailand has approved the expenditure of $7 million for an expansion program at Don Muang Airport in 1968-69. $2 million of this total will be expended in 1968 for design, engineering, construction, and related services. Bids for the foregoing are to be invited in the very near future.

The second phase of the expansion scheduled for 1969 presumably will call for hardware, such as landing aids, lighting, communications, and airport fixtures.

Points of contact for further information or to register interest are:

General: Wing Commander Sanan Sangkachand, Dir.-Gen., Dept. of Aviation, Tungmahamek, Bangkok, Thailand.

Design and Construction: Mr. Deja Nokkeo, Chief of Construction and Maintenance Div., Dept. of Aviation, Tungmahamek, Bangkok, Thailand.

Equipment: Mr. Supot Loplamtunt, Chief of Store Div., Dept. of Aviation, Ministry of Communications, Tungmahamek, Bangkok, Thailand.

Ecuador seeks equipment for military hospital

Ecuador is offering a tender for equipment to be installed in the Quito Military Hospital of the Armed Forces (Hospital Militar de las Fuerzas Armadas), to consist of: internal pneumatic mailing system; incinerator; complete equipment and apparatus for the central sterilization area, rehabilitation area, dietetic department, laundry and boiler systems, and morgue.

The bid deadline is Jan. 16. Terms and specifications are in Spanish. Correspondence preferred in Spanish. Bids should be submitted to: Secretaria de la H. Junta de Defensa Nacional, 3er Piso Ministerio de Defensa Nacional, Quito, Ecuador. Tender documents are available from the above address upon payment of 2,000 sucres (approx. U.S. $100.25 plus $5.00 for air mail postage to U.S.).

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Greek Ministry invites bids for communication equipment

The Greek Ministry of Trade, has issued Tender No. 4/1060/67, for the supply of a multi-channel recorder and time signal generation units.

Bid deadline is Jan. 15.

Bid should offer a multi-channel recorder with 31 channels for recording conversations between air traffic control centers and aircraft, and time signal generation units with visual indicators and automatic change over facilities.

Copies of tender announcement and specifications are available from the Ministry of Trade, State Purchases Directorate D, 50 Socratous Street, Athens or on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-658, Rm. 4125, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4038.

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Calendar *for international traders*

BOSTON—Jan. 11—Foreign Trade Problems Round Table, Anthony's Pier Four.

CEDAR FALLS, Iowa—Jan. 3—Foreign Trade Bureau meeting, Cedar Falls Chamber of Commerce, 10 a.m.

CHICAGO—Jan. 9—Automotive Exporters' Club of Chicago, Builders Bldg.

CHICAGO—Jan. 11—Int'l Trade Club of Chicago, LaSalle Hotel.

CHICAGO—Jan. 16—[illegible]-Office Meeting, Commerce Field Office.

CHICAGO—Jan. 17—Chicago Midwest Credit Management Assn., LaSalle Hotel.

KANSAS CITY—Dec. 28—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: REEC, Commerce Field Office.

KANSAS CITY—Jan. 9—Meeting for Exporters on U.S. Trade Centers, Top of the Tower, 12 noon. Sponsors: Commerce Field Office, REEC, Int'l Trade Club.

KANSAS CITY—Jan. 11—In-Office Workshop for Exporters, Federal Office Bldg. Sponsors: Commerce Field Office, REEC.

MILWAUKEE—Jan. 4—Milwaukee World Trade Club monthly meeting, Holiday Inn Central, 7 p.m. Speaker: Gov. Warren P. Knowles, reporting on Wis. Trade Development Mission.

NEW YORK—Jan. 3—Businessmen's Consultation, **Edmund F. Becker, Commercial Counselor, Bonn.** Sponsor: Commerce Field Office.

SAN FRANCISCO—Dec. 28—Businessmen's Consultation, **I. Paul de Pedraza, Commercial Officer, Sao Paulo.** Sponsor: Commerce Field Office.

SAN FRANCISCO—Jan. 10—Export Finance & Insurance Seminar, Rm. 13216B, New Federal Bldg., 9:30 a.m.

SAN FRANCISCO—Jan. 17—General Export Seminar, Room 9207, New Federal Bldg., 9:30 a.m.

WESTBURY, N.Y.—Jan. 16—World Trade Club of Long Island initial meeting, Westbury Manor, 12 noon. Speaker: Kenneth Gott, editor, *Business International*. Topic: Organizing for International Sales.

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ATLANTA, GA., 30303, 4th Floor Home Savings Building, 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

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CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 120, 1114 Commerce St. Area Code 214 Tel. 749-3287.

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DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 West Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2131.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. 563-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

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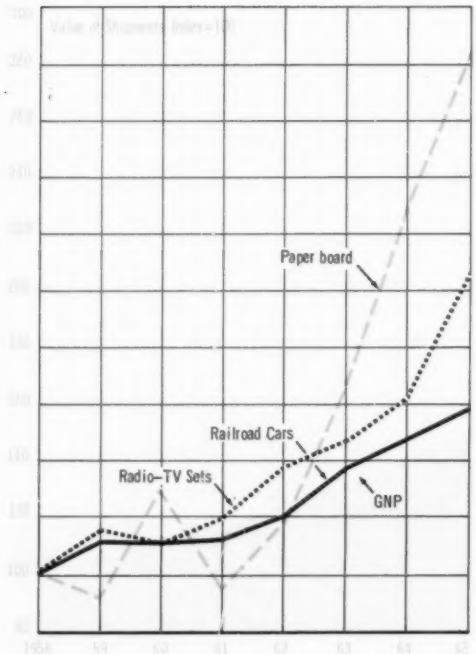

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